

## The Patter of the Slipper

When the angry passions gathering in my mother's  
face I see,  
And she leads me to the bedroom and gently lays me  
on her knee—

Then I know that I will catch it and my flesh in fancy  
itches,

As I listen to the patter of the slipper on my breeches.

Every tinkle of the slipper has an echo and a sting,  
And a thousand burning fancies into active being  
spring,

And a thousand bees and hornets 'neath my coat tail  
seem to swarm,

As I listen to the patter of the slipper, oh, so warm!

In a splutter comes my father, who I supposed had  
gone,

To survey the situation and bid her lay it on;  
To see her bending o'er me as I listen to the strain  
Played by her and by the slipper in a wild and weird  
refrain.

In a sudden intermission, which appears my only  
chance,

I say, "Strike gently, mother, or you'll split my  
Sunday pants."

She stops a moment, draws her breath, the slipper  
held aloft,

And says, "I had not thought of that, my son, just take  
them off."

Holy Moses and the angels, cast your pitying glances  
down!

And thou, O family doctor, put a good soft poultice  
on!

And may I with fools and dunces everlastingly flitter  
If I ever say another word when my mother wields  
the slipper.





## Sugar Satisfaction

The dealer who handles Franklin Package Sugars supplies his trade with a well known, advertised brand of quality sugars—clean, dependable and of true weight. Experiencing no waste in spillage or weighing, Franklin Package Sugars are as economical to the grocer as to his customers.

The Franklin Sugar Refining Company  
PHILADELPHIA

*"A Franklin Cane Sugar for every use"*

Granulated, Dainty Lumps, Powdered,  
Confectioners, Brown



## Judson Grocer Co.

Wholesale Distributors  
of

# Pure Food Products

Grand Rapids, Michigan



## Fleischmann's Yeast

is in big demand by the public as a blood purifier, and a simple laxative.

Keep your stock fresh.

Ask our salesman for a supply of booklets telling about the medicinal value of yeast.

THE FLEISCHMANN COMPANY

CHICAGO

NEW YORK

## CANDY The Universal FOOD

Who's Candy?

"Double A"

*Putnam's*



CANDY

Made by

Putnam Factory Grand Rapids, Michigan

# SNOW BOY Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

25 boxes @ \$4.60—5 boxes FREE, Net \$3.83

10 boxes @ 4.65—2 boxes FREE, Net 3.87

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2½ boxes @ 4.75—½ box FREE, Net 3.95

F. O. B. Buffalo; Freight prepaid to your R. R. Station in lots of not less than 5 boxes.  
All orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

DEAL 1910

Lautz Bros. & Co., Buffalo, N Y.



# MICHIGAN TRADESMAN

Thirty-Sixth Year

GRAND RAPIDS, WEDNESDAY, JUNE 4, 1919

Number 1863

## MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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### COMMUNITY SERVICE.

"Maeterlinck once said that "it is the way in which hours of freedom are spent that determines, as much as war and labor, the moral worth of labor." George Eliot had previously written: "Important as it is to organize and direct the industry of the world, it is more important to organize and direct the leisure of the world." Here we have the key of Community Service. Its object is to bring people together in healthy recreation and friendly communion, to make them understand one another and be mutually helpful, to cause them to exchange ideas about society and industry and pool the common sense and judgment of a community. Mental as well as physical development is sought. It was in every mouth during the war that the training received by the young men who went into the army and navy was a discipline they needed and would be the salvation of the country. There would be a new America after the war, everybody said. But vision may soon be clouded over and new impressions effaced. How were the spiritual and material gains of the war to be held? How was the seed to be made to germinate?

That our young men, American-born and American-bred, needed the curb of discipline and the stimulus of a fresher and truer patriotism, had become a commonplace; but what of the foreign-born and the unassimilated who had no conception of patriotism and cared nothing for the flag, largely because no one had taken the pains to dispel their ignorance and make them at home in the American family? The Americanization of the foreign-born is to be the concern of Community Service. They are to be made welcome at the recreational centers, to be invited to mingle with the American-born, share their amusements and participate in their social life. Altogether it may seem like an ambitious programme and idealistic. But the method of attaining success

will be practical. Every kind of athletics and sport will be provided. Clubs will be formed as social centers where movies will be shown, dramatic performances and lectures given. And there will be community celebrations and mass meetings. In the large cities the block party has proved its usefulness. It is Community Service in miniature.

There will be skeptics of course; but let them ask themselves whether the times are not out of joint and grave problems pressing; and whether, therefore, Community Service may not help to set the times right and aid in solving these problems by bringing all classes together in common sympathy and sense of responsibility. The American people, native and foreign-born, have fought together in the war to save democracy. They must fight side by side to keep the stronghold of democracy against enemies from without and within, and to vanquish those enemies and prevail and be secure they must be truly democratic, in thought and deed and service, members of one great family of freemen, which cannot be until they understand one another and keep step in the march of progress.

As a Nation, we are called upon to assume world leadership in matters commercial. We have the men, we have the money, we have the materials. There should be no question about our having the National courage, which, supplementing men, money and materials, makes victory assured. We are no poorer in actual accumulated wealth than we were at the beginning of the war. Our moral muscles are certainly in better condition than before the war. Our material powers and our attitude toward life in the large have grown through our days of trial and triumph. What we need most of all now is to forget the dark days that are behind us and to concentrate thought upon the bright days ahead; to remember forever the outrages inflicted upon civilization by a power which will be forced to pay an entirely inadequate penalty for its transgression against civilization, and to force our thought along lines of upbuilding civilization, recreating a happy world, re-establishing a reign of liberty under law. This is no time for the morbid or for too much retrospection or introspection. It is a day for clear thinking, strong thinking, prompt action and constructive action. The coward is always cruel; the coward is always ignorant of history and its lessons, is always lacking in perspective.

Throw aside your dignity, and romp and play with children; make them love you by loving them, and you will add years to your life.

### THE RACE OF RATTLESNAKES.

When the armistice was signed last November, the Tradesman placed itself squarely on record as believing that the agreement was entered into altogether too soon; that it should have been deferred a month or two, until the Allies had taken possession of Berlin, leveled Potsdam to the ground, destroyed the Cologne cathedral and given the brutal Germans a slight idea of the waste and devastation they had visited on France, Belgium, Serbia, Roumania and other allied countries.

The developments of the past seven months clearly show that the Tradesman was correct in this conclusion. The German delegates came to the peace conference in arrogant mood, with lies on their lips and infamous and insulting remarks regarding the actions of the Allies in undertaking to settle the great questions involved in the Kaiser's war. They still insist that they are the victors because they preserved the sacred soil of Germany from invasion and they now propose to dictate the terms of peace. The manner in which the Allies have listened to their whining and protestations is enough to drive a sober man to drink. The original peace terms were not half severe enough. Germany forfeited her right to existence and should be sponged off the map of the world. The German language and every German habit and custom should be consigned to oblivion. The man who undertakes to perpetuate German ideas and practices should be emasculated, so that he would be unable to perpetuate the race of rattlesnakes which undertook to make liberty a mockery and drive human freedom off the face of the earth.

If those in control of the great industries of the country had come together at the time of the armistice to fix things to suit themselves, they would probably have resolved upon the following course: to be hesitant at first, then to make drastic cuts in prices to tempt buyers, and finally, when this had had its effect, to push up those prices as far and as fast as circumstances would permit. That there was any agreement, formal or informal, of this kind is not suggested, but it is a curious circumstance that practically the same course has been followed in very many unrelated lines of production. While the war was in progress many perfectly valid reasons were offered for the boosting of prices. The main one was the scarcity of many articles in demand caused by the prior claims of the Government on the agencies of production and on the supplies of raw materials. At the present time prices

seem to be determined on the basis declared by certain railroad men before the days of the rate-fixing legislation usually expressed in the phrase "all that the traffic will bear." It has resolved itself down to the question of how far the ultimate consumer is able or willing to go. Thus far, no limit has been perceptible. Retail buying, except so far as it has been checked by unseasonable weather, has been good in the main and in some parts of the country excellent. So long as it continues the incentive to reducing prices will be wanting. The manufacturing industries evidently believe that conditions will remain as they are for the remainder of the year at least.

One thing that the Republicans may investigate without exposing themselves to the charge of excessive partisanship is the Civil Service Commission. The merit system in general cannot be said to have been strengthened during President Wilson's administrations. This is owing in particular to his allowing two members of his Cabinet, Bryan and Burleson, to make their appointments upon a frankly "spoils" basis. Recently the chairman of the Commission and the Postmaster-General adopted a policy with reference to the marking of candidates which the other two members of the Commission regarded as incompatible with the principles of the merit system. The President declined to interfere, but he later gave the chairman a Government post in Haiti, and asked for the resignations of the other two Commissioners. One of them has been made Chief Clerk of the Senate. He is, of course, a Republican. The other is a Democrat. Thus the parties were balanced in the joint protest of these Commissioners against the policy of the Chairman. Moreover, the latter, while a Democrat and made head of the Commission by President Wilson, was appointed a member of it by President Roosevelt.

The housemaids of Wisconsin have issued an ultimatum, and mistresses of households may take it or leave it. No member of the Madison Association of Women Workers will hereafter scrub, dust the phonograph or entertain the grocery boy for a lady who compels her to enter the house by means of the back door or to receive her guests in the kitchen. Social distinctions, far more than wages or hours, engaged the association at its last meeting, and it was decided that when the maid is dressed "for going out" she shall use the front entrance.



### Bills to Repeal Luxury Taxes Due This Month.

President Wilson's recommendation for the repeal of the luxuries taxes has given a big impetus to this movement which promises to take on a scope quite as broad as the Tradesman described last week. Already a dozen measures have been presented in both houses, and although it will be the policy of the House leaders at the head of the Ways and Means Committee to follow a conservative course, the Senate managers are more radical in their views and are convinced that the public demands the repeal of vexatious imposts on retail transactions and special levies on certain industries, even if it is necessary to slightly increase the rates of those taxes which apply more equitably upon the people at large.

The war is over, the Senate leaders declare, and all shackles on business must be stricken off. It is a curious reversal of form that the Senate rather than the House in this instance should appear to be the more representative body voicing the sentiments of the majority of the people.

President Wilson's declaration on this subject will have much weight because of the fact that it is in line with the policy already agreed upon by the Republican Congressional leaders and will have a strong tendency to swing into line the Democratic managers who were responsible for the framing of the excise taxes included in the war revenue act of Feb. 25, 1919. It is perfectly clear that if the President's recommendation is to be literally followed—and it does not seem to be broader than the plan advocated by the leader of the Senate, although more comprehensive than that suggested by the managers of the Ways and Means Committee—all these taxes on special industries and on retail sales will come off. The total estimated revenue runs well up into nine figures. But, as I have heretofore pointed out, it is a foregone conclusion that the individual and corporate income taxes will be more productive than was estimated, so that there will be ample justification for repealing these irritating imposts, which, as the President indicates, "hamper the life of the people."

There will be much interest in the question as to when the repeal of these taxes is to take effect, and upon this point there is some difference of opinion among House and Senate leaders. The former seem to favor the retention of the schedules until July 1 on the ground that this arrangement will facilitate the book-keeping of the Internal Revenue Bureau and the various local collectors throughout the country. Leading senators, however, are looking at the psychological effect of the repeal of these taxes and favor their elimination the moment the repeal measure becomes a law.

It is not a matter of very great importance which view is adopted. It is hardly likely that the repeal resolution will be ready for the President's signature before Mr. Wilson's return to the United States about June 15, hence there will be little to

choose between the effective date of the measure, should it go into force immediately, and July 1, the beginning of the fiscal year.

### Wool Supplies and Woolens.

There has recently been a little more activity in the buying of the domestic wool in the West at prices quite satisfactory to the growers. In another month more of it will come on the market because then the auction sales of the Government-owned wool will cease for the time being. The next series of such sales will begin in Boston on Wednesday, and will continue until the following Monday. Both foreign and domestic wool will be offered, some scoured and the other in the grease. As these sales have progressed, less eagerness has been shown, and it would appear as though the mills had obtained all they want of certain kinds. The consumption of wool during April in the mills showed a total of about 45,000,000 pounds, grease equivalent. This, considering the time of the year, is rather below the average of normal years. The amount for May ought to show an increase in view of the activity to fill the larger orders which have been taken. Deliveries in some instances will be much later than usual because of the late start, but apprehensions expressed as to the inability of the mills to meet the demands on them do not seem to be well founded. This applies to dress goods no less than to fabrics for men's wear. Clothing retailers, urged on by the manufacturers, have put in their orders for fall on a generous scale, although some are still holding back because of the high prices which they fear their customers will not pay.

### Commends Leading Editorial in Last Edition.

Battle Creek, June 2—Bully, magnificent, great, just-the-thing, ought-to-be-published-in-every-periodical-of-the land. That is the way I feel about your article entitled MANIFEST DESTINY in the last edition of the Tradesman. It ought to strike fire everywhere. A copy of it ought to be mailed to every one of the pin-headed provincialist politicians parading in the political playground down on the Potomac. Give us more just like it and let us do our part to send some real men down to take the place of the puppets who would bind this magnificent young giant of a Nation still in the swaddling clothes of its infancy. Washington's advice to keep out of world politics was splendid advice when we were a struggling young Nation just learning to walk alone and was good advice to follow until quite recently; but now that we are a Nation grown to magnificent proportions, in many ways incomparably the first of the earth, and with only one that can even think of challenging our claim to first place among the nations of the earth; now when, without any choice on our part, we have been drawn by the very force of circumstances into the midst of modern world politics and compelled to take a leading roll such as belongs to our present size, power and prestige; now let us cast aside those turtle-politicians who would cravenly have us hide in our own shell, fearlessly accept the honors and responsibilities that unquestionably belong to us, and with becoming pride let us glory in the fact that we are a part of the great, the magnificent, the glorious, yes, the coming nation of the earth—the good old, grand old, dear old U. S. A.

Elon P. Boynton.

# Sowing and Reaping

You cannot reap a harvest of satisfied customers if you sell them good spices one month and poor spices the next.

Confidence is a plant of slow growth, but if you sell Quaker Spices you win the confidence of your customers because Quaker products have been growing in reputation for many years. You reap the benefit of our toil, our superior quality spices. In order that we may be assured that our spices are the best that money and experience can produce, we have them analyzed by an independent chemist, which gives us every assurance that they are absolutely pure and are high grade in quality. This precaution on our part costs you nothing, but benefits you greatly if you consistently sell Quaker Spices and Specialties month in and month out.

Selling good spices one time and poor spices the next time naturally disgusts customers and drives them to a more particular grocer for supplies.

Spices and Extracts give the pleasing flavor to almost everything you sell. It is, therefore, of the utmost importance that you sell the best spices and extracts. Carelessness may cost you customers.

We know of one grocer who lost the trade of three good customers because he persisted in sending inferior spices when Quaker were ordered.

Unwise buying of spices cost him many dollars' worth of business on which he could have made as many dollars as pennies made on the inferior spices.

Get wise and stock Quaker spices.

**WORDEN GROCER COMPANY**

**GRAND RAPIDS—KALAMAZOO**

**THE PROMPT SHIPPERS**



# Note the New Situation in Lima Beans

- 80% of the crop completely controlled by growers
- Standardized grades, a dependable product
- Prices guaranteed against decline until August 1, 1919
- A short rainfall which forecasts only half a crop next season.

**WE**, the new organization of California lima bean growers, offer these facts so that you may judge the market.

In view of present conditions, and with prices of other staple foods advancing, a higher rather than lower price on lima beans is justified; and may be required after August 1.

So there is no advantage now in

delaying the filling of your requirements.

A rigid inspection is being maintained to see that established grades are adhered to

The new grade offered contains a minimum of 97½ per cent undamaged beans.

Large sales already have been made on this basis. You should begin to get your share.

## A Widespread Campaign on Consumers

We are now circularizing the leading women's organizations, restaurants, newspapers and magazines, relative to the food value and the many delicious ways to cook lima beans.

This campaign will have its effect in stimulating further activity in the retail stores.

You will feel the movement very soon, and you will need lima beans.

Get them now. Don't be without them. These grades at present prices offer you your *best opportunity* to buy and it should be accepted now.

### LIMA BEAN SELLING AGENCY

*Authorized Selling Agents*

California Lima Bean Growers Association  
A. & H. Levy Company, Oxnard, California  
Hamilton & Menderson, Los Angeles

J. M. Waterman Selling Agency, Los Angeles  
Wallace & Bryant, Los Angeles  
Globe Grain & Milling Company, Los Angeles





### Movements of Merchants.

Bangor—Thomas Boss has opened an up-to-date bakery.

Muskegon—Haveman & Voss succeed H. Workman & Son in the hardware business.

Remus—R. M. Aldrich succeeds Mrs. E. McCullum in the grocery business R. R.

Greenville—The Greenville State Bank has increased its capital stock from \$25,000 to \$50,000.

Detroit—The Wolverine Sand and Gravel Co. has increased its capital stock from \$40,000 to \$75,000.

Edmore—A. E. Stuart has sold his stock of dry goods and shoes to J. A. C. Cook, formerly of Smyrna.

Lansing—William Kerns is building a four-story addition to hotel Kerns at a cost of about \$60,000.

Fountain—John P. Webber, an old resident of Ludington, has opened a men's new and second-hand clothing store here.

Cadillac—The general stock of Harry Drebin, was recently purchased and is now being conducted by C. Krohn & Co., Cleveland.

St. Louis—Hart Bros., of Saginaw, receivers for the bankrupt grocery stock of Curns & Gray, have sold it to Walter McQuaig, who has taken possession.

Prescott—Mrs. C. M. Stoutenberg has sold her stock of dry goods and shoes to Mallory & Common, who will continue the business under their own name.

Clayton—John E. Kesler has purchased the A. J. Gambell & Co. stock of groceries and general merchandise and will continue the business at the same location.

Sidney—Carl Tyrell has sold his meat market to Otto Peterson who will continue the business at the same location, under the management of William Minard.

Schoolcraft—Mrs. Jennie Briggs has sold her drug stock to Hale & Whale, recently of Kalamazoo, who will continue the business, taking immediate possession.

Detroit—The Boyd & Horine Lumber Co. has been incorporated with an authorized capital stock of \$75,000, all of which has been subscribed and \$55,000 paid in in cash.

Alma—A. G. Jones has purchased the Alex Morrison grocery stock and will continue the business at the same location at the corner of Clinton avenue and Higham street.

Fountain—F. J. Boehm has retired from the dry goods and furniture business in favor of his son, John, who has taken over the stock and will continue the business under his own name.

Detroit—The Samson Stores, Inc., has been organized to conduct a general mercantile business, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Mt. Clemens—The Cancura Co. has been incorporated to manufacture and sell medicinal preparations, with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,000 paid in in cash.

Berrien Springs—George Stover, who conducts an agricultural implement store at Arden, has purchased the implement stock of J. L. Gillespie and will continue the store as a branch, under the management of F. A. Marrs and Emerson Metzger.

Ishpeming—Frank Muck has resigned his position with the A. W. Meyers Mercantile company to accept the local agency for the Jewel Tea Company, succeeding E. J. Sponholz, who has left for Madison, Wis.

Schoolcraft—John Lett, recently of Plainwell, will open a bakery and restaurant in the Thompson building.

Sunfield—The Sunfield State Savings Bank is now located in its new home, the old hotel having been remodeled for its use.

Detroit—The Regner & Graef Co. has been incorporated to conduct a general mercantile business, with an authorized capital stock of \$200,000, of which amount \$104,000 has been subscribed and paid in, \$58,560.04 in cash and \$45,439.96 in property.

Detroit—The Detroit Motors Corporation has been organized to deal in motor vehicles and accessories, with an authorized capital stock of \$10,000 common and \$10,000 preferred, of which amount \$15,000 has been subscribed and paid in, \$5,000 in cash and \$10,000 in property.

### Manufacturing Matters.

Alma—The Alma Electric Battery Co. has increased its capital stock from \$5,000 to \$15,000.

Lansing—The Michigan Beverage Co. has purchased the bottling works of Sullivan & Co. and will consolidate it with its own.

Temperance—The Moore Co., manufacturer of extracts and grocers sundries, has increased its capital stock from \$30,000 to \$50,000.

St. Johns—The Triangle Motor Truck Co. has increased its capital stock from \$100,000 to \$200,000 and will soon build a large addition to its plant.

Detroit—The Custom Top & Trimming Co. has been incorporated with an authorized capital stock of \$25,000, \$12,700 of which has been subscribed \$5,000 paid in in cash.

St. Clair—The Diamond Crystal Salt Co. is now being operated with three shifts of eight hours each. The company voluntarily put in the eight-hour day with ten hours' pay.

Muskegon—The Fredricks Lumber Co. has been incorporated with an authorized capital stock of \$40,000, of which amount \$21,500 has been subscribed and paid in in cash.

Manistique—The Manistique Handle Co.'s warehouse collapsed a few days ago and several hundred thousand handles, all ready for shipment, were buried. No one was injured.

Baroda—E. L. Brant has sold his interest in the Baroda Canning Co., whose plant was destroyed by fire last winter, and has arranged to start a new factory at Grand Crossing.

Saginaw—William M. Guider, secretary of the Saginaw Mirror Works and the Saginaw Show Case Co., died at his home, 316 South Porter street, following an illness of but a few hours.

St. Joseph—The Universal Pulp & Paper Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed, \$5,000 paid in in cash and \$25,500 in property.

Detroit—The Sanitable Tub Co. has been organized to manufacture and sell household fixtures and appliances, with an authorized capital stock of \$54,000, of which amount \$27,000 has been subscribed and paid in in cash.

Ishpeming—The Lake Superior Loader Co. has been incorporated to manufacture and sell machinery, with an authorized capital stock of \$100,000, all of which has been subscribed, \$6,000 paid in in cash and \$85,000 in property.

Muskegon—L. P. Haight, manager of the Muskegon Knitting Mills, against whom a judgment of more than \$4,000 and interest had been obtained—a judgment which placed the mills in danger of receivership—has been granted a stay of execution.

Detroit—The Baby Products Manufacturing Co. has been organized to manufacture and sell household fixtures and appliances of every description with an authorized capital stock of \$18,000, of which amount \$9,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The Columbia Motors Co. has announced that it will immediately erect a new factory at Boyd street and Fort street west, on six acres of ground purchased from the Detroit Seamless Steel Tubes Co., at a price reported to be about \$200,000. The factory will contain 150,000 square feet of floor space and be completed by January 1.

Salt Fish—Irish mackerel has shown a slight advance for the week and the situation seems to be a trifle improved. Prices, however, are still low and there is no boom by any means.

Joseph Gerbert has engaged in the grocery business at 1002 Alpine avenue. The National Grocer Company furnished the stock.

It creates less trouble to criticize the government than it does to find fault with the neighbors.

### Pop Corn Sale.

Written for the Tradesman.

Why not a pop corn sale? A very enterprising Northern Ohio grocer held a special sale on pop corn poppers that resulted in the sale of two hundred and forty poppers at a nice profit and the supply was exhausted long before the demand was satisfied. On a certain day this grocer advertised that he would give one package of pop corn free with each purchase of a popper at 35 cents.

This was an extra heavy popper of excellent quality, costing the grocer \$2.40 a dozen by buying them in lots of twenty dozens. He advertised this sale thoroughly through his local papers and also arranged a large window display accompanied by a large, attractive sign calling the passer-by's attention to this special offer. The sales force was on their toes and this offer was brought to the attention of every customer who visited the store in person or called over the telephone. This sale not only resulted in the sale of 240 poppers but it brought into the store a large number of new faces and the sales in all lines were large. Walter Engard.

Provisions—The market on lard is steady, with quotations ranging the same as previous quotations. There is an adequate supply to meet all demands, and unless something unforeseen appears we do not look for any change in the immediate future. The market on lard substitute is steady to firm. There is a better supply on hand at this time and a heavy consumptive demand. There is also an export demand for this commodity. The market on smoked meats is steady, with quotations ranging the same as previous quotations. There is a fair supply on hand to meet the present demand. The market on dried beef is steady, with quotations ranging the same as last week, with an ample supply for all requirements. The market on barreled pork is steady, with quotations unchanged. The market on canned meats is firm, there being a light supply and a good demand.

### Why Not?

"This Scale at your Service—Weigh Your Packages If You Wish," is the sign that greets you as you enter the store of a Findlay, Ohio, grocer. This grocer has an automatic computing scale set upon a table at the entrance of his store and this sign hangs down from the ceiling right beside the scale. The sign reads alike on both sides and the customer cannot help but read as he enters or leaves the store. This grocer states that this little idea has done more to impress the public with the idea that he gives honest weight than any other thing he could do. A large number of people bring their packages that they have purchased elsewhere here to weigh, and extra sales have resulted directly through this service.

More men would acquire knowledge if they could absorb it without being taught.

Fortunate is the owner of a mule who has no kick coming.





### The Grocery Market.

Corn flakes and other prepared breakfast foods have been selling well this week. As the summer comes on the consumer seems to want to change his line of foods and this demand is one result. Eggs seem to be side-tracked. When a housewife finds her first spoiled egg it sort of sets her against the food. Competition between wholesale dealers on eggs just now is one of quality, the margin of profit being so close.

Heavy and unexpected demand for sugar started an investigation by a wholesale house and it was discovered that the retail trade had been circularized by outsiders to the effect that there is a sugar famine in sight and there will be a big advance in price.

Both of these statements have been denied positively. While jobbers may be short of sugar a day at a time, they say there is no famine in sight. The sugar maximum price is fixed by the Government and although a retail dealer may get this carlot sugar at a little better price than by small lots, owing to the difference in freight, he has to consider the probability that he will sell this sugar cheaper than usual and also must not lose sight of the interest cost of carrying this sugar. The jobbers have found also some peddling from cars in 50 to 100 pound lots, but they assert there is no need to buy heavy for fear of any shortage or any advance in this crop.

Early prospects for orchard fruit are reported by the bureau of crop estimates as fair in Delaware, Maryland, New England and Tennessee, very good in Kansas and Colorado, and a very heavy berry set in Kansas and Tennessee. Some orchard damage has been reported in Indiana, Missouri and Idaho.

Retail prices for food in the United States during April were 3 per cent. less than the high mark reached last December, according to a statement by the Bureau of Labor Statistics. Prices during the month, however, showed an advance of 4 per cent. over those in March.

Sugar—Based on present conditions, the refined market now faces the most active period the trade has ever experienced. The condition is solely due to the fact that the country is bare of invisible supplies at a time when the high period of consumption is at hand. As a result of this situation a heavy demand for supplies to meet the seasonal sugar requirements of consumers has gained active headway during the past week, and both refiners and jobbers have been swamped with business. Due to the week-end holidays, only a small proportion

of the culminative business was placed last week, and the opening of the market this week recorded one of the most active spurts in the demand that has taken place in many years past. Buyers are now apparently wide-awake to the fallacy of having followed a hand-to-mouth buying policy. In an effort to correct their mistake they are endeavoring to acquire good working stocks and orders for refined are pouring into the local market from all sections. The natural result of this development is that the refiners last week were heavily oversold and will be still more largely so during this week. Prompt shipments of refined are now no longer obtainable, and in many cases refiners are only looking with favor on orders calling for deferred shipment. In Philadelphia it is reported that one refiner will only accept orders for July and August delivery. Reports from Chicago last week also stated that all of the Eastern refiners were placing considerable business for September shipment.

Tea—Retail dealers should bear in mind that new Japan teas, due in July, will be priced 8@15c higher than old teas and govern themselves accordingly in making present purchases. Japan basket fired are higher on spot and stocks are being rapidly diminished by liberal purchases. Congous are also advancing under depleted stocks and the higher grades are now said to be almost unobtainable. China greens are selling steadily and the market for these as well as all other teas coming from countries on a silver basis are tending higher in sympathy with sterling exchange.

Coffee—The market for Rio grades still further advance for the past week and sales of Rio 7s, green and in a large way, have been made for as much as 20c. Santos 4s also show about 1/2c advance for the week, which gets the price of about 24 1/2c, green and in a large way. The coffee market is sharply divided into two classes, bears and bulls. The bears, which represent quite an important element, are predicting in the near future a very sharp break in the market, but the bulls appear to think that there is no chance of this in the near future. The Brazil situation continues firm. Milds are in light supply and very firm. Maracaibos are particularly scarce.

Canned Fruits—The market for canned fruits is an affair of exhausted futures, and of spot stocks selling unheard of prices on export orders. There has been no "market" in the strict sense of the term, for several weeks past, good bringing prices fixed

by separate pairs of buyer and seller. An example of the prices paid for export is \$4.75 f. o. b. Kansas City for extra peaches, and \$5.75 and \$6 paid for certain lots of No. 2 1/2 extra and special extra peaches.

Canned Vegetables—The most marked feature of last week's prevailing bull market for canned vegetables was the much increased demand and higher prices for Maryland tomatoes, which for some weeks previous had been very dull. Large jobbers were reported interested in the movement of considerable blocks. Peas were almost unobtainable. New York packers had practically withdrawn from the market and only a few small orders were being accepted. Western peas were in much the same state, all prices having been advanced 10@20c over opening prices, and most of the packers withdrawn. Western corn futures are based on a very short acreage. Several large packers in Ohio have withdrawn not only on corn, but on all their other lines. Prices have been advanced like those on peas, 10@20c over opening prices, depending on the packer concerned. Extra standard, at the end of the week, generally cost about \$1.35@1.40. Indiana standard was quoted at \$1.35. Fancy extra sweetened was quoted at \$1.45@1.60 factory. Southern corn was firm at about \$1.25 and \$1.30. Spot stocks are very short.

Canned Fish—Salmon has shown additional firmness during the week and an advance is noted in pinks. Red Alaska salmon is also somewhat higher for the week. Trade seems to have more confidence in the market than they have had for some time. Some demand is noted for domestic sardines, but the situation is still depressed. Imported sardines are still being offered, but the trade consider prices too high.

Dried Fruits—One of the firmest things in the market is future apricots, which have advanced about 2 1/2c per pound beyond the very high opening price of 26c, bulk basis. Offerings are very scarce, situation very firm. Future prunes have also been selling at an advance over the high opening. Everything in dried fruits is stiff, but with a comparatively light demand.

Corn Syrup—With producers sold far ahead and demand continuing strong fluctuations in prices for the raw material are without influence on this market.

Cheese—The market is steady with a slightly easier tone, due to a decrease in the consumption of cheese and somewhat noticeable increase in the daily receipts. The make of cheese is very large for this time of year and if there will be any change in this commodity it will probably be slightly lower. The quality is very much improved over previous receipts, due to better pastures in the producing sections.

Rice—There is a decidedly strong tone to the market and prices are from 1/4@1/2c higher, according to grade, on all but screenings and second head. The two descriptions last named are higher in the South than here and any material increase in demand for them would likely be followed by a sharp advance.

### Review of the Produce Market.

Apples—Western stock is firm at \$6 per box.

Asparagus—90c per doz. bunches for home grown.

Bananas—\$7.75 per 100 lbs.

Beets—New command 90c per doz.

Butter—The market is very firm, following a decline of several cents per pound, which has increased the local consumption to a noticeable extent. The receipts of creamery butter are normal for this time of year and the quality is showing up very well. We look for a continued good demand in the immediate future and do not look for much lower prices in the next week or so. Local dealers hold fancy creamery at 52c in tubs and 54c in prints. Jobbers pay 45c for No. 1 dairy in jars and pay 38c for packing stock.

Cabbage—Texas fetches \$4.75 per 100 lbs.

Carrots—85c per doz. for new.

Celery—California, \$1.50 per bunch, according to size.

Cocoanuts—\$1.25 per doz. or \$9.50 per sack of 100.

Cucumbers—\$1.25 per doz. for No. 1 and \$1 for No. 2.

Eggs—The market tendency is downward. Local jobbers are paying 40c for fresh, loss off, including cases, but state that the price will be declined to either 38c or 39c to-morrow.

Garlick—60c per lb.

Grape Fruit—\$10 per box for all sizes Floridas.

Green Onions—Home grown, 20c per dozen.

Green Peppers—75c per basket for Florida.

Lemons—California, \$7 for choice and \$9 for fancy.

Lettuce—Head, \$5.75 per crate of 3 to 5 dozen heads; hot house leaf, 25c per lb.; garden grown, 23c per lb.

Onions—Texas, \$4.50 per crate for yellow and \$5 per crate for white.

Oranges—Mediterranean Sweet, \$5 @6; Late Valencias, \$5.50@6.50.

Pieplant—5c per pound for home grown.

Pineapples—\$5@6 per crate.

Plants—Tomato and Cabbage, 90c per box; Peppers and Asters, \$1.40; Salvia, \$1.85; Egg Plant, \$2; Geraniums, \$2.40.

Potatoes—The market is steady at \$2.50 per 100 lb. sack.

Radishes—Home grown, 12@15c per doz. bunches.

Strawberries—Missouri stock fetches \$7@8 per 24 qt. crate. Receipts are poor in quality, but are expected to improve from now on.

Tomatoes—California, \$1.35 per 5 lb. basket; home grown, \$2.25 for 7 lb. basket.

S. S. Morris, Jr., of Pinconning, has succeeded to the business of the Morris Department Store and will add a stock of dry goods, which will be furnished by the Grand Rapids Dry Goods Co.

Cowin & Kerr, dealers in drugs and groceries at Muskegon, in renewing their subscription to the Tradesman, write as follows: "Please find check for \$2 to apply on the best merchant's helper—cannot get along without it."



### Late News From the Cloverland of Michigan.

Sault Ste. Marie, June 2—Harry Crosby, one of the stockholders of the Soo Co-operative Co., has taken stock in the Wildermuth Hotel, at Owosso, and may possibly move to the latter town. His many friends regret to see him leave the Soo.

Manistique is to have a new creamery. E. C. Amos, former county agent and George Kinsting, present county agent at Manistique, will be the proprietors. They have purchased the ground between the Soo Line Railway tracks, which is an ideal location, and they will contract with the expectation of getting started sometime in September.

The opening of the Soo Co-operative Mercantile Association's main store took place last Saturday. The store has been entirely redecorated, making it one of the neatest stores in the city. Me. Le Leiver, local manager, is more than pleased with the new quarters, which will enable them to care for the increasing business to better advantage.

"Paddy" Moher, one of the Soo's members of the Soo Knights of the Grip and local manager for John D., put his trusty ford into high last Thursday evening in order to get a breath of fresh air on one of our good roads in the East end of the city. As the barometer was also wrecked, there is no record of the time kept, but apparently he must have hit the 25 mile clip, as the machine refused to mind the tiller and butted into a telegraph pole, demolishing the wind shield and lights, while Paddy escaped with a few gashes on his head.

The Franklin House was opened last Saturday by T. A. Forgrave, the interior of the place having been renovated and redecorated. It will be greatly appreciated by the traveling public during the rush season.

The Cloverland Trotting Association pulled off some excellent races on Decoration day. It was a spirited contest. The track was in fine shape and the weather ideal. The races were enjoyed by a large attendance.

Isaac Lavine, the well-known hide buyer, is erecting a fine new residence, which he expects to occupy in the near future.

Forest fires are causing considerable anxiety throughout the country and unless rain comes soon there is much danger of considerable destruction.

N. L. Beaudry, one of our local contractors, has begun work on the construction of the large machine shop for the Coast Guards, which is being built on the river front near the Soo Gas Co.'s plant.

J. M. Andary, well-known proprietor of the Sterling store here, has become a member of the United National Clothiers of Chicago.

H. W. Wyman, the popular soap salesman for Swift & Company, Chicago, is covering this territory in the interest of his company.

William Campbell for the past year in the employ of the Cornwell Company, has resigned and expects to go into business for himself in the near future.

The retail dealers here have agreed to close their stores on Thursday afternoons for the remainder of the summer. This is a move in the right direction.

"Opportunity will knock at a man's door many times, but it will never walk in, go up stairs and pull him out of bed."

"One of the great questions is whether, now that the war is over, the wrist watch will retain its manliness."

Isaac De Young entertained a number of his friends at a fish dinner Sunday at White Fish Point. Fishing is always good there. Fish can be had fresh from the nets if not on the hook.

Mr. Adler, manager of the Michi-

gan State Telephone Co., will take charge of the Petoskey branch. C. E. Bradford will take charge of the Soo office. Mr. Adler has made many friends while residing here who will regret his departure.

The farmers and business men of Brimley and Raco are having a logging bee for the purpose of clearing two miles of the road between the two towns. The road thus cleared will become a part of the Roosevelt Memorial Highway extending from Portland, Oregon, to Portland, Me., and running through Chippewa county to the Soo and thence to St. Ignace. The two mile road was surveyed and blazed by C. E. Green, forest ranger of Raco, and Harry Gimmel, Road Commissioner of Brimley. William G. Tapert.

### Fair Play for the Hun.

"If the American Democracy actually accepts the present terms of peace as its own," said the Herr President Ebert, speaking for the Hun, to the Associated Press correspondent, "it becomes an accomplice and abettor of political blackmailers; it surrenders the traditional American principle of fair play and sportsmanship."

The Hun, this perjured violator of the most solemn pledges, this ravisher of girls and kindergarten children; this wholesale murderer of aged men, of priests at the altar and of women with babies in their arms; this creature who at the point of the bayonet drove off tens of thousands of men to slavery and of women to enforced debasement; this common thief and incendiary; this dynamiter of hospitals wherein lay the sick, the maimed and the dying; this skulking assassin of the high seas; this international brigand who in cold blood and of calculated purpose made a shambles of the world to gratify his beastly greed for plunder and power—this unspeakable Caliban of nations, now rendered impotent, has the unspeakable effrontery to whine about American "fair play" and American "sportsmanship!" He has not had fair play. That much may be granted. Had he had fair play, his own country would have been laid waste with fire and sword; the horrors upon horrors which he heaped upon every land which his cave-dweller barbarians swarmed over would have been visited upon his own country. In the very nature of things, he could not and can not have fair play. Fair play for the Hun means another Hun horde to see that it is administered. And in all the world, where, outside of the Hun's own borders, could such a horde of gorillas be recruited? No; there can not be fair play for the Hun. Mankind has not sunk low enough to inflict it.

And this welcher, this snivelling loser in the game of butchery and arson to which he challenged the world, has now the stupefying insolence to swagger and bluster about "sportsmanship!" Far be it from us to say that this is the limit of Hun blackguardism. It probably isn't. Hun blackguardism has no limit. The only limit reached in this last specimen is the limit of the imagination to conceive a higher flight of insolence or a lower depth of barbarian infamy.—Harvey's Weekly.

# Evergood Oleomargarine

## "Pure as Snow"

It is to people of discriminating taste and keen sense of the fitness of things that "Evergood" appeals. It is a delicious bread accompaniment and a wonderful cooking vehicle.

The penalty of prejudice against the name "Oleomargarine" would have been unknown had the early product reached the standard of "Evergood." Unscrupulous makers tried to market their goods under false pretenses and a righteous nation rose in protest. That protest chained the offenders and cast a slur on the name that "Evergood" is cleaning up by its goodness.

With an interior and all machinery finished in white enamel, sterilized air and water, highest type of pasteurizers, fresh white uniforms and medical inspection daily for all employes, the home of "Evergood" is a marvel of the twentieth century.

Besides passing a series of physical examinations determining his fitness for work under ideal sanitary conditions, every employe must change his clothes and wear the company's white uniform in the home of "Evergood."

Manufactured by  
ED. S. VAIL BUTTERINE CO.  
Chicago

Sold by

# NATIONAL GROCER COMPANY

Grand Rapids  
Lansing  
Cadillac  
Traverse City



## Put it up to your wife

Take home a can of Red Crown Ready-To-Serve Veal Loaf. Have your wife serve it on your table. Let her decide whether it isn't a product worthy of your most particular customers.

### Red Crown Ready To Serve MEATS

are unlike any other canned meats. We do no killing. We have no scraps to use up. Every Red Crown Meat is as high in quality as the meat your wife buys from her butcher. Red Crown Meats are not parboiled. They are cooked in the sealed can. This retains all the rich, healthful juices and the natural flavor of the meat.

Twenty-four kinds—all delicious—all big sellers. Ask your jobber for prices and samples.

A full-page Red Crown advertisement is running monthly in Good House-keeping. Look for it.

Acme Packing Company  
Chicago, U. S. A.



## Make Raisins Sell Freely

Women of America are learning to use Sun-Maid Raisins in many ways. So raisins have become a standard food in the home. Our national advertising reminds women continuously to keep raisins handy. By displaying Sun-Maid Raisins on shelves and in windows, you complete the series of reminders that make women buy raisins regularly.



### Sun-Maid Raisins

Three varieties:

Sun-Maid Seeded (seeds removed);  
Sun-Maid Seedless (grown without seeds);  
Sun-Maid Clusters (on the stem).

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9,000 Growers  
FRESNO, CALIFORNIA

The DEL MONTE Brand covers a wide line of canned fruits and vegetables; jellies, jams and preserves; catsup, olives, etc.; Hawaiian pineapple; dried fruits and raisins—all famous for their goodness and purity—all of the same high Del Monte quality.

*The longer you wait to stock DEL MONTE Tomato Sauce, the better it will please your competitors*

They like to get business that ought to come to you, and DEL MONTE Tomato Sauce is one product that is helping them to make easy sales and quick turnovers. It's a good, steady business builder, because there are so many ways to use it, and women appreciate its convenience.

Our national advertising is rapidly making it one of the most popular sellers and best repeaters in the whole DEL MONTE line.

Are you giving customers the opportunity to buy DEL MONTE Tomato Sauce from you?

CALIFORNIA PACKING CORPORATION  
San Francisco, California





## THE NEW STATUS OF WOMEN.

The pre-eminent place of Julia Ward Howe, whose centenary was celebrated last week, in the American memory is as author of the "Battle Hymn," which she wrote in 1861, while comparatively unknown. But to think of her as a writer is to think of but one of the half-dozen fields in which she labored. She was a founder of the woman's club movement which swept over the Nation in the decade after the Civil War, enlisting thousands who had learned in the days of the Sanitary Commission the pleasure and profit of activity outside the home. She became a leader in the suffrage agitation. She was also the foremost American founder of the women's peace movement, publishing during the Franco-Prussian War an "Appeal to Womanhood Throughout the World," and taking steps to promote a world's congress of women for international amity. She earnestly supported woman's education. A Unitarian, a follower of James Freeman Clarke and Theodore Parker, she strove for liberalism and devoutness in religion.

Mrs. Howe's long career—when she wrote her recollections they covered eighty years, and she lived a decade longer—comprehended the whole period in which women have shared in our public life. We might fancifully trace such activity back even to Anne Hutchinson, who showed courage, determination, an original and able mind, and such organizing ability that a city looks to her as its founder. But women of colonial and early republican times—even Mercy Warren, Abigail Adams, Dolly Madison—were forbidden by their environment to step far from their domestic duties. When Mrs. Howe was in her twenties women were fairly entering the arena of reform and seeking social leadership. The Dial was launched by Margaret Fuller in 1840. In 1840 Lucretia Mott and Elizabeth Cady Stanton met in London, and in that year the former began her lectures on woman's rights in this country. Eight years later they inaugurated the woman's rights movement in formal convention. The anti-slavery movement had drawn women into its circle earlier, Mrs. Mott having helped organize the Female Anti-Slavery Society in the thirties. Dorothea Dix began her magnificent crusade for the proper treatment of the insane in 1841; and within five years her lectures, written appeals and reports, speeches to legislatures, and travels aggregating more than 12,000 miles, had made her famous in America. Before many years more she was to be only less well known in Europe. The first years of the fifties ushered in Harriet Beecher Stowe and her great tract-novel. The record of Mrs. Howe's later life is a constant record of association with many of the prominent women who followed these first leaders—Clara Barton, Susan B. Anthony, Alice Blackwell, Lucy Stone, Mary A. Livermore, and so on. Such a career summarized much more than the mere "emancipation" of women—it summarized their arrival at power.

To many ambitious women of the

present generation it must seem that these women leaders had simpler conditions to satisfy than will those who follow them. They had the disadvantages of pioneers—but also the advantages. Of the former we need not be reminded; we know how even noble women like Mrs. Howe and Mrs. Stanton were thought of by some as radicals tinged with freakishness; how they were met with a bitter opposition mingled with contempt and ridicule; how they had to have endless grit to stand by their guns, as well as great ability to serve them. But to their daughters these crusaders will appear to have had a great compensation in the plainness and broadness of their road. Woman's rights, slavery, temperance, peace—these were the four chief causes in which women made their mark as leaders in Mrs. Howe's century. Lucretia Mott, who stands with Mrs. Howe as the most versatile, was keenly interested in all four. Lucy Stone was prominent in the first, Mrs. Stowe in the second, Frances E. Willard in the third, Clara Barton in the fourth. All had the aspect of great moral crusades, and the way forward was clear. Slavery is long dead, temperance triumphs in an irresistible prohibition wave, suffrage is assured, and the last legal, professional, and education strongholds against women's rights are falling; world peace is pursued by the world's best minds.

Where are the great causes that will offer a similar field; where the opportunities for fame in pioneering? We must agree that there are neither causes nor opportunities of quite similar character, while the new status of women makes the terms of their participation in affairs more exacting. But this does not mean that there are not as great openings for service and distinction as ever. The talent and character of a Mrs. Howe would find not less, but more scope. The new leadership required will be of a more specialized kind. For example, there will be much more need for definite political and governmental ability; while the field of social service also opens wide as never before. First entered by women like Dorothea Dix and Elizabeth Fry, it is now being ably extended and charted by women like Jane Addams, Lillian Wald, Frances Kellor, Florence Kelly, and others.

In Mrs. Howe's century women were hewing a place to stand; but their constructive achievement at the same time will always be impressive. Now the vantage ground is wide and solid. The great privileges of education for all, the ballot for all, free entry into professional and business fields for all, having been almost wholly achieved, the day has come when women may make the constructive achievement greater still.

Pure air both indoors and outdoors is absolutely essential to health and longevity. Never allow yourself to remain in a poisoned or vitiated atmosphere.

The marriage ceremony does not give a man or woman license to become a chronic fault-finder.

## THE DRY GOODS MARKET.

The outstanding feature of cotton goods markets at the close of a most active month is the restoration of a very wide margin between costs and selling prices. The producer is very well supplied with business, the converter and jobber are committed to take in substantial quantities of merchandise, and the retail trade continues good.

The profit margin will be cut down somewhat, beginning on Monday, when a 15 per cent. textile wage advance became generally effective. The effect of shorter hours upon the costs of production is not fully appreciated by those who do not make up frequent cost sheets, and in most instances manufacturers are prone to say that the increased cost is an exact proportion of the reduced working time.

There has been a very general buying and selling movement within the trade and between the mills and the jobbers. The adjustment of contract obligations will go on just as long as there are men who overbought for their own needs to profit from the rise in values on gray cloths. Many houses have not sold to those who cannot consume the quantities taken and who will resell. Many others have declined to sell to firms that canceled and made trouble after the armistice was signed.

The settlement of the cloak and suit strike was on a plane that promises a material increase in the costs of production. The users of dress goods and cloakings have been very active in their search for merchandise and some of the large dress goods mills are being run overtime, while dress goods houses can sell much more than they receive from their principals. The men's wear division continues very strong, for while mills are not pushing for business the users of cloths have been trying to buy additional quantities, some of them even using many light weight goods on which to keep moving for fall. Of the great strength of the wool goods division there seems to be little or no doubt, the mills being slow in turning out products, and the raw material markets continuing strong.

The British Government has priced the Irish flax crop for 1919 and will take it over. It has recently given notice of its purpose to stand from under the high values on war time hosiery and underwear. Importers continue to find it very difficult to secure satisfactory promises of merchandise for use here during the coming half years, it being very plain that production abroad is still much disorganized.

Raw silk continues very high and speculation cannot be controlled in some markets. The new crop is less talked of than the remnant of the old for which active bidding has gone on steadily. The market for piece goods has been excellent and prices continue to rise with sales restricted only by the ability of selling agents to deliver.

Knit goods agents have ceased to worry about a market being found for all the goods that mills will turn

out in the next few months. The staple hosiery market shows positive improvement and prices are advancing.

Whether the slight improvement noted among some linen houses lately is anything more than an accumulation of small orders with nothing really substantial behind it, is not a question which importers can answer definitely. It seems logical, however, that a better business should come to hand in linens as these goods remain the only textile line which has not met active demand during the last three months.

## AMERICA'S OPPORTUNITY.

Mr. Vanderlip's statement, regarding this country's opportunity and duty in the task of Europe's financial reconstruction may be taken as in the nature of a preliminary announcement of the banking community's expectations. Nothing is more certain than that our country will hereafter play the part which fell to England after the Napoleonic wars; of placing its own great reservoir of capital at the disposal of foreign nations whose own resources, although adequate to meet the needs of the longer future, are at present impaired almost to the exhaustion point. All signs point to the fact that, through force of circumstances, the war which has made Europe poor has made the United States vastly richer. Our market's repurchase of two to three billion dollars' worth of our own securities from foreign holders, in the early years of the war, accompanied and followed by a merchandise export trade, in the four years beginning with 1915, \$14,000,000,000 greater than in the four preceding years, is one measure of the situation. Our Government's \$9,000,000,000 advances to its Allies is another. All indications of the present moment, whether bearing on Europe's needs and America's resources or on the actual financial and commercial movements of the day, go to show that the relative position must in the nature of things continue.

The form which our future economic assistance will take is likely to be twofold. The exports of food and material, which are at present larger in volume even than in wartime, will have to be financed through the placing of European securities in the American market, and we shall probably be called on to participate in the credits whereby Europe will provide for re-organizing its currencies and eventually refunding its public debts. What will be this country's share in financing the huge operations involved in Germany's payment of her indemnity is a problem by itself. All this will be a chapter of high importance in the world's economic history, and it is a reassuring fact that our own markets are to-day giving evidence of the strength and power which the task will call for. Since the necessities of Europe are urgent, we are likely to have the first part of this great programme laid before our banking and investing community as soon as peace is signed.

One can do no wrong in battling for the well-being of mankind.



# WARNING!

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Michigan can afford to use  
an auto that is not insured  
against fire, theft and  
liability, in the-----

## Citizens Mutual Automobile Insurance Co. of Howell

Over 46,000 Policies Issued

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LIABILITY CLAIMS of many thousands of dollars have been awarded in Michigan courts. Can you afford to run the risk of losing all you have accumulated simply because you drove an auto which was not insured?

This great mutual company was organized to protect careful owners, just like you.

It does not write policies in Detroit or Grand Rapids, where accident risks are double, therefore it can issue you a policy at the famous low rate of "\$1 for policy and 25c per horse power" and cover your automobile against Fire, Theft and Liability. For an additional amount a policy covering collision, is also now written.

In every county in Michigan there is a careful agent of this company to protect your interests and ours. He will be glad to see you and explain; or a postal card addressed to Mr. William E. Robb, Secretary Citizens' Mutual Automobile Insurance Company, Howell, Michigan, will bring you full information and the only cost will be return mail. You should mention make and model of the automobile you desire rates on. New owners should insure their cars the day they buy them. We make this suggestion for their own protection.



## REALM OF THE RETAILER.

## Some Things Seen and Heard at Muskegon.

Last Saturday my gas wagon headed toward Muskegon, which once bore the proud cognomen of the Sawdust City. It was worthy of the name, for more than thirty sawmills lined Muskegon Lake and every evening a whole fleet of schooners and steam propelled vessels departed for the lumber marts of the world.

The transition from a lumber center to a comprehensive manufacturing city was a slow and tedious process, accompanied by many discouragements, setbacks and heartaches. It could never have been accomplished by a less resolute people, but the object has been achieved and the victory has been won. Muskegon is today one of the most solid and substantial cities in Michigan and is destined to take rank as one of the great manufacturing centers of the country. Her location on the Lake gives her manufacturers a great advantage over those located in interior cities, like Grand Rapids, Lansing and Flint, while the enterprise and aggressiveness of her progressive manufacturers have given Muskegon a world-wide reputation.

I began making regular weekly visits to Muskegon in the fall of 1883 and for several years I spent Thursday of each week among the wholesale and retail trade of that market. I cannot now recall a single merchant who was engaged in trade there thirty-six years ago who is still ac-

tively engaged in business. If I have overlooked any one in this generalization I shall be only too glad to be set aright.

The wholesale grocery business of Muskegon in those days was monopolized by Andrew Wierengo, who did business in a small store on the West side of Pine street, near Western avenue. He was a fair trader and enjoyed the confidence and co-operation of the retail grocery trade to a large degree.

The provision business of the market was monopolized by S. S. Morris & Bro. They, too, were fair traders and honorable men.

The produce business was represented by Cary & Lander and an old gentleman whose name has escaped me.

The Occidental Hotel was then, as now, the leading hotel in the city. It was a much-sought place in those days, because it was the social, as well as commercial, center of the city. It bore little resemblance to the well-kept institution of the present day, but was fairly representative of the Muskegon of nearly forty years ago. Mr. Barney was a capable landlord, but he was unable to transmit his genius to his son. The present landlord, Mr. Swett, is not only pleasing his patrons but is evidently making satisfactory returns to his stockholders, who have furnished him additional capital to add four new stories to the new portion of his hotel.

Derk Kampenga is probably the oldest grocer now in business in



No. 804

## Seasonable Numbers In Stock for At Once Shipment

- No. 804—Men's Black Elkskin, Bellows Tongue, Nailed Leather Sole, Fair Stitch, Bike Cut .....\$2.75  
 No. 808—Men's Tan Elkskin, Same as No. 804 ..... 2.75  
 No. 805—Boys' Black Elkskin, Sizes 3—5½ ..... 2.50  
 No. 802—Youths' Black Elkskin, Sizes 13—2½ ..... 2.35  
 No. 806—Gent's Black Elkskin, Sizes 10—12½ ..... 2.00

Order Today—Your trade will be bi on these numbers now.

**Herold-Bertsch Shoe Co.**

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

*The House of Kreider*

**KREIDER'S POLLY ANNA**

**Snappy Styles and Swift Sellers**

OUR line of Boys' shoes is correct in style, made of the best materials, properly priced and made to fit. They are nifty in appearance, but possess enough of the conservative element to keep them within the bounds of thorough practicality

*The A.S. Kreider Co.*

Makers of Shoes  
For Boys, Girls and the Babies  
312-18 W. Monroe St. CHICAGO

You will profit by selling Mayer Honorbilt Shoes for they raise the transaction from the level of price to the basis of real value.



PEOPLE want reliable quality and they buy Honorbilt Shoes because they know the quality and consequent service are there.

F. MAYER BOOT & SHOE CO.

Milwaukee, Wis.



point of years of service. He has been engaged in business at 82 Third street for thirty-four consecutive years.

I am inclined to think that groceries are sold on smaller margins in Muskegon than in any other city of its size in the State. One of the best grocers in the city informed me that his sales last year aggregated \$70,000, that his gross profit was 14 per cent. and the cost of doing business 11 per cent. This left him only \$2,100 net profit, which just about represented the advances in price of certain staples of which he purchased heavily in anticipation of a higher range of values. As he cannot get the cost of doing business below 11 per cent. and is confident he cannot price his goods higher in the face of the fierce competitive conditions which exist on all sides of him, the only expedient left to him is to increase his turnover without making a material addition to his expense account. This, I believe, he will be able to do.

In the heavy expenses Muskegon has had to face in the way of street improvements, she has overlooked one thing which is very annoying to the stranger—street signs on the corners and numbers on the stores and houses. The former is not serious for pedestrians, because the street names are stamped in the cement walk on some of the corners, but people using vehicles have to dismount or stand on their heads in order to read these signs, which are frequently not easily legible. Nothing Muskegon could do at this time would be more appreciat-

ed by her guests from the outside than the adoption of a comprehensive system covering these two points.

Muskegon has many noted men, but none of them are more famous in their line than E. P. Monroe, traveling representative for the Sherwood Hall Co., Grand Rapids, who has discovered more kinds of bears—alive and dead—than any man who ever lived. E. P. says he was once crossing a gully on a fallen tree when along came a big bear up the gulch, passing directly under the tree trunk on which he was standing. Quick as a flash he dropped onto the bear's back, straddling the animal as he did so. The bear was so frightened that he ran about ten miles—so E. P. says—brushing him against trees and bushes until every stitch of clothing was torn from his body. E. P. then permitted bruin to run about a mile further, when he took his knife out of his pocket and cut the bear's throat!

Cowin & Kerr, grocers and druggists at 288 Lake street, have purchased the William Tozer store building, 16 Requa-avenue, and will engage in the same line of business at that location about June 5. The drug stock has been supplied by the Hazeltine & Perkins Drug Co. The groceries have been furnished by the Worden Grocer Company and the Hume Grocer Co. Mr. Cowin will manage one store and Mr. Kerr will look after the other one. Both partners are genial gentlemen and capable merchants who will, undoubtedly, achieve success. E. A. Stowe.

R. K. L.

R. K. L.

## Complete line of White Canvas Oxfords IN STOCK

At Attractive Prices.



- 7141 Men's White Canv. Eng. Ox. Leather Sole G.W.-D. & E .....\$2.25  
7154 Men's White Canv. Eng. Ox. Leather Sole McK. E. ....1.55  
7155 Men's White Canv. Eng. Ox. Rubber Sole McK. E. ....1.20

Rindge, Kalmbach, Logie Company  
Grand Rapids, Mich.

R. K. L.

R. K. L.

There are so many "Good Sellers" in our stock of

## Hood Tennis

that it is hard to select the "best seller".

Here are two of the LEADING STYLES

### The "Bayside" Barefoot Sandal



TWO COLORS

- Misses' White with White Sole ....75c  
Child's White with White Sole ....65c  
Misses' Brown with Red Sole .....75c  
Child's Brown with Red Sole .....65c

### The "Bayside" 1-strap Pump



WHITE ONLY

- Women's White with White Soles  
opera.....85c  
Misses' White with White Soles opera.75c  
Child's White with White Soles opera. 65c

All Pressured Cured Stock

There is a great demand for these goods now. ARE YOU PREPARED?

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

## SPECIALS



- 3534—Women's Vici Kid Blucher Oxford, Plain Toe, Flexible  
Single Sole, Cuban Heel,  $\frac{3}{8}$  E.....\$2.50  
3541—Outsize Oxford of above ..... 2.50  
3536—Women's Vici Kid Stock, Tip Oxford, Flexible Sole  
McKay Cuban Heel,  $\frac{3}{8}$  E ..... 2.50  
The above on to-day's market are worth \$3.10.

Did you get our big circular?

**Hirth-Krause Company**

Tanners and Shoe Manufacturers

Grand Rapids

Michigan





### Declining Independence of the United States.

The boast of the average American for some years has been that the United States produces practically all it needs in the way of foodstuffs and raw materials. This has been the idea not only of the man of the street but also of the statesman. The boast of the citizen may be attributed to National pride and to a perfectly human tendency to brag. In the case of the statesman, the boundless extent of many of our natural resources and the rapidity with which they have been developed in recent years so amazes him that he is often inclined to magnify the degree of our economic self-sufficiency. Then, too, statesmen of a certain school have been so much in favor of the exclusion of foreign goods that some of them were tempted to wish that the oceans surrounding our coasts were impassable gulfs so far as trade with other nations was concerned. These men proceeded on the theory that we could get along without commercial intercourse with other nations.

That the degree of our self-sufficiency was unduly magnified is only now beginning to dawn upon the average citizen. But if he stops to think he will note the changes that have come over the United States in the past half century and will be deeply interested to observe the effects of those changes. He will realize that many of our important foodstuffs, such as coffee, tea, cocoa and tapioca, come from foreign lands and that as our population grows we become more and more dependent upon foreign countries for those products. If he considers the subject of clothing he will realize that we are absolutely dependent on foreign countries for our supplies of flax and silk and for certain classes of cotton, and that for a large part of our wool supplies we must now look abroad. These things are well known, but in addition he should know that our manufacturing industries are importing much of their raw materials from foreign countries; that we are, for example, dependent on the Far East for tin and antimony and on Peru for vanadium.

Contrary to the belief of many Europeans, the war alone is not responsible for the great increase in our foreign trade. The war doubtless accelerated the development of that trade, but the fact is that our trade with other countries was increasing in volume rapidly for at least a decade prior to 1914.

Far from helping, the great excess of value of exports over imports, produced by the abnormal war demands of Europe, has become so great as to threaten a temporary impairment of our

foreign trade at a time when this trade is needed to take up the slack of the after-war period.

This check need not cause alarm. It is a natural reaction from the long period of extensive foreign buying in our markets. During the war the so-called favorable balance of trade has been liquidated in part by the return of several billions of American securities and by the payment of more than a billion dollars in gold, but an even greater amount is still due us in the form of British and French Government loans of approximately one and a half billions, raised through private banks, and in credits of upward of nine billions extended by the United States Government.

It is clear that Europe cannot continue to import in large volume from the United States without some new financial arrangements. Even if some satisfactory method of financing should be devised, the new credits would be absorbed largely in purchases of foodstuffs, necessary raw materials, and semi-manufactured products, and not enough would be available for the conduct of a broad general trade on a very extensive scale.

Europe does not, however, appear to be demanding new credit facilities in this country except for the most necessary commodities. The countries seemingly most in need of credit are taking active steps to reduce their imports to the lowest possible level so as to revive their domestic industries as well as to right the balance of trade which has been heavily against them for several years. Passively these countries have withdrawn their support from the exchange on New York to fall, largely no doubt, with a view to making this market an expensive one in which to buy.

Since Europe is now heavily in our debt and is desirous of incurring as little additional indebtedness as possi-

## High Business Credit

The men who build a high business credit are the men who are informed constantly and dependably on the underlying condition of business.

Well informed men read the Monthly Trade

Reports issued by this Bank. Other men should.

Why don't you? We'd be pleased to save out a copy for you each month.



Established 1853

## THE OLD NATIONAL BANK

MONROE AT PEARL



GRAND RAPIDS

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



### CAMPAU SQUARE

The convenient banks for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

|                              |                 |
|------------------------------|-----------------|
| Combined Capital and Surplus | \$ 1,724,300.00 |
| Combined Total Deposits      | 10,168,700.00   |
| Combined Total Resources     | 13,187,100.00   |

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

## Kent State Bank

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000  
Surplus and Profits - \$700,000

### Resources

10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings



ble, and since most European countries are not ready to export manufactured goods and raw materials even to the extent of the pre-war volume, and are not in a position to ship much more gold in liquidation of trade balances, the only immediate resources of the countries indebted to us is to reduce to the lowest limit possible their importations from all sources and, in particular, those from the United States. The stern facts of their economic situation demand this.

Nevertheless, Europe must buy in this market large quantities of food-stuffs, cotton, lumber, hides, copper, and other necessary raw materials, and also certain classes of iron and steel products, machinery, etc. During the coming year these purchases will probably far outrun in value our purchases from Europe. How will Europe liquidate this unfavorable trade balance in addition to paying 500 or 600 millions of dollars in annual interest on her debt to us? How can we make this market a favorable market for Europe to buy in? There are several possible solutions of this problem, namely:

(1) We might invest largely in public-service and industrial enterprises in France and Belgium, either by putting capital into new enterprises or by purchasing the securities of established companies. Both countries will require immense amounts of new capital until their industries are restored and will probably look to the United States for much of it.

(2) We might increase our importations of certain raw materials or semi-manufactured materials. Since, however, we were accustomed to importing these commodities in large volume from Europe before the war, we can not hope to increase their importation in any considerable degree.

(3) The liquidation, as formerly, through London of increased balances due certain of the possessions of Great Britain in their trade with us would operate as offsets. And an increase in our imports of jute, tea, etc., from India, of tin and rubber from the Straits Settlements, and wool, hides, etc., from Australia and South Africa would, therefore, be helpful. The proceeds of the sales of these commodities really go in large measure to British capital and in the international exchanges operate as offsets in the account of Great Britain with us. Likewise the income from French and Belgian investments abroad would operate to bring up the items on the credit side of those countries. The exchange situation as between Europe and the United States would, therefore, be helped by our increased importation of the produce of the overseas possessions of Great Britain, France, and Belgium, or from countries in which they have large investments.

(4) Exports could be maintained more nearly at their present level if the flow were directed somewhat from Europe and more into other parts of the world, either in direct sales or in the form of investments. Little would be gained, however, so far as our trade balance with Europe is concerned, if our foreign trade activities in other markets deprived Europe of its customary trade in those markets. The

most helpful activity would be by way of investment. Now that the United States is a creditor nation the tendency to make investments abroad will be more marked; in fact, since France and Belgium and Germany will not be in a position to make foreign investments for a number of years to come, and Great Britain's power to do so will be greatly diminished, the United States will be required by force of circumstances to become the great investing nation. This will merely accelerate a tendency well under way when the war broke out, for the field of our investment was then widening so as to include Chile, Peru, Argentina, and Brazil, as well as the nearer countries of Canada, Mexico, Cuba, Porto Rico, and the Central American countries.

(5) The resumption of travel in Europe will doubtless help to restore the balance, since it is probable that the number of Americans desiring to visit Great Britain, France, Belgium and Italy will be greater than ever.

(6) The remittances of Americans to relatives and friends in Europe will doubtless be far in excess of sums thus sent in the past, since there will be large demands on the generosity of the more fortunate kinsmen in the New World. This, too, will tend to restore the equilibrium in the trade balance.

(7) In the matter of payments to Europe on account of services, as for instance, freights and marine insurance on American goods, it is hardly possible that the net outgo will be as great as before the war, since we are now less dependent on foreign ships and on foreign marine insurance companies. We can not, therefore, look in this direction for any compensating factor in the trade balance.

Of all these possible solutions, that of large-scale investments in European enterprise seems the most practical. A feasible method of financing purchases of machinery and equipment, as well as raw materials for industrial plants damaged in the war, would be for the American manufacturers or producers furnishing these commodities to arrange with their bankers or investment brokers to take in payment the bonds

## Why Name a Trust Company Executor of Your Will

The handling of estates is a business in itself. It is peculiarly the business of a modern trust company.

Loss to estates managed by an individual executor happens generally through inexperience. As executor of your Will this reliable Company will bring to the handling of your estate the fruits of over thirty years' experience. Administration charges are fixed by law and are low.

Send for Blank Form of Will and booklet on  
"Descent and Distribution of Property"

## THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Safe Deposit Vaults on ground floor.  
Boxes to rent at low cost.

Audits made of books of municipalities, corporations,  
firms and individuals.

## In Addition to Experience.

The GRAND RAPIDS TRUST COMPANY in addition to years of successful experience, possesses the equipment and the organization to handle any trust problem the moment it arises.

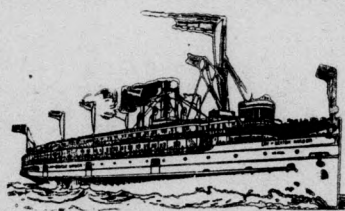
Frequently in the management of property, a great deal depends on prompt action and on having the necessary knowledge and resources to take advantage of some opportunity or to protect the estate in some crisis.

In such cases, the organization and resources of this Company are always available and ready to meet changing conditions.

We will be pleased to have you consult our officers regarding the protection of your estate.

## GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN BOTH PHONES 4391  
Capital and Surplus \$450,000.00



**GRAHAM & MORTON**  
Transportation Co.

**CHICAGO**

**\$3.50** Plus War Tax

**Michigan Railway**

Boat Flyer 7 P. M.

**DAILY**

Leave Holland 8 p. m. DAILY  
Leave Chicago 7 p. m. DAILY

Prompt and Reliable for **Freight Shipments**



or preferred stock of the concern. Or it might be financed on a much larger scale in some such manner as the following: A syndicate of iron and steel manufacturers in Belgium, for instance, might pledge their joint resources and credit as security for loans from a syndicate of Belgian banks. The bonds or notes covering these loans might then be sold to a syndicate of American bankers, who would probably find a good market in the United States for securities of such high character.

Some satisfactory arrangement for financing the needs of Europe will doubtless be found. This means that it is only a question of time before Europe will resume heavy buying of a number of raw materials and many staple lines of manufactured goods, such as iron and steel products of various sorts, machine tools, factory equipment, and perhaps steel rails, locomotives and cars. The importations of most lines of manufactured goods not urgently required for the physical reconstruction of damaged factories and railroads will probably be deferred for a considerable period.

The war, it is clear, has changed, at least temporarily, the character, extent and direction of our foreign trade. While it has freed us from indebtedness to Europe, it has made us more dependent on other parts of the world for supplies of foodstuffs and many important raw materials. This dependence increases as our population grows, as our manufacturing industries become larger and more diversified, and as the costs of interior transportation in the

United States becomes higher. In addition, we shall find it necessary to receive interest payments on foreign investments and on loans to foreign governments largely in the form of foodstuffs, raw materials and semi and wholly manufactured goods. This will tend to facilitate importation and to make us more largely dependent on other countries than we now are. Our proud boast of economic self-sufficiency can be made with less assurance now than formerly.

Grosvenor M. Jones.

#### Another Agency Scandal.

State Fire Marshal Fleming of Ohio has unearthed a fire insurance agency scandal in that state closely paralleling the recent revelations in the Strohm & Stone agency at Decatur, Ill., which landed the two members of the latter firm in the penitentiary. The Ohio official found that the Fite & Fite agency at Jackson, Ohio, had been making false reports of losses to its companies, and sixteen indictments already have been returned against the members of the firm. The deputy marshals investigated all the recent fire reports and found that in 70 per cent. of the payments no fire had occurred, forged proofs of loss having been made and signed by the agency. In 25 per cent. of the cases there had been small losses, but a very much larger amount was collected from the companies.

Many a girl seems to be more fearful of becoming a spinster than of securing a worthless husband.



## Fourth National Bank

United States Depository

### Savings Deposits

### Commercial Deposits

3

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

3½

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
**\$580,000**

WM. H. ANDERSON, President  
J. CLINTON BISHOP, Cashier

LAVANT Z. CAUKIN, Vice President  
ALVAUT. EDISON, Asst Cashier

### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

217-239 Pearl St. (near the bridge) Grand Rapids, Mich.



### SIDNEY ELEVATORS

Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

## UNITED AGENCY

ACCURATE - RELIABLE  
UP-TO-DATE

### CREDIT INFORMATION

### GENERAL RATING BOOKS

now ready containing 1,750,000  
names—fully rated—no blanks—  
EIGHT POINTS of vital credit  
information on each name.

### Superior Special Reporting Service

Further details by addressing

### GENERAL OFFICES

CHICAGO, - ILLINOIS  
Gunter Bldg. - 1018-24 S. Wabash Avenue

## A Premium Worth While



No. 549½ Coffee Percolator, Manning Bowman Quality. "Always Cool" Handle, Seamless Aluminum Body, "Meteor" construction valve, insuring best results obtainable. Capacity 8 cups. Given free to their customers by "HILCO" merchants for 180 certificates.

This high grade Coffee Percolator is just one of over 600 articles of real merit listed in the Premium Catalog we furnish as part of the equipment necessary to install the "HILCO" Premium System in your store.

While primarily intended for use by the small town merchant in order to beat the Mail Order House menace, its activities have been extended to cover trade building plans for all classes of retail, wholesale, and manufacturing businesses everywhere.

Write us for details.

## Hinkle-Leadstone Co.

180 No. Wabash Ave.

Chicago, Illinois

## Don't Waste Your Paper

The biggest lesson of the war is the lesson of Thrift. The war cut out wasteful habits in merchandising. It taught us to save and serve. You don't have to wrap

## Shredded Wheat

It is already wrapped—save your paper for bulk goods. Shredded Wheat is in dust-proof, bug-proof packages, which require no wrapping. Don't cover up the carton—it carries good advertising for the housewife. You can now supply the normal demand for this product—the standard whole wheat breakfast cereal of the world.

The Shredded Wheat Company, Niagara Falls, N. Y.



### Stock Fire Insurance Now Has Its Opportunity.

The National Board of Fire Underwriters last week adopted a budget of approximately \$277,000 for the coming year. In this amount is included an item of \$100,000 for the committee on public relations. It is a fairly safe bet that the expenditure of this money will result in greater benefit to the fire insurance business than has any equal expenditure in some years. This is an especially opportune time for fire insurance to promote close relations with general business. For years fire insurance has occupied a position in many respects resembling that in which the railroads found themselves. The whole business world, with some exceptions, appeared arrayed against the railroads. It clamored for lower rates. It demanded restrictive legislation. It forced the railroads up against the wall, with the result that many of the weaker ones were in the hands of receivers. Then came the war, the demonstrated inability of the railroads to carry their share of the load and the taking over of their operation by the Government. Now the public has had all it wants of Government operation, and more too, and it wants the roads turned back to private operation under reasonable Government supervision.

Stock fire insurance has been similarly hounded because it has been conducted in defiance of the law and common decency. It has snapped its fingers at courts and judges and committed nearly every crime in the

calendar. There has been the same demand for lower rates. Anti-compact laws were enacted in an effort to force the companies to discontinue trust methods. Restrictive legislation of almost every conceivable kind has been enacted in one State or another. Many of the weaker companies were killed off, while the strong ones grew stronger and more arrogant.

With general business disgusted with Government operation of railroads—for which the attitude of the railway managers themselves were largely responsible—with the demonstrated ability of private interests to meet the tremendous insurance responsibilities created by the war, with fire insurance capable, under decent methods, of performing greater service for the public than it ever did before, the time is ripe for this business to take its place among the other great businesses of the country, demand fair treatment from the public and get it—by dealing fairly, if such a thing is possible.

#### How About It?

He—Darling, you're looking prettier every day.

She—Then why do you want to marry me so soon? Why not wait, if that's the case?

#### SAVE MONEY by insuring in the

**Michigan Mercantile Fire Insurance Co.**

Mich. Trust Bldg. Grand Rapids, Mich.

## Bristol Insurance Agency

### FIRE, TORNADO AND AUTOMOBILE Insurance

FREMONT, MICH.

We specialize in Mutual Fire Insurance and represent three of the best Michigan Mutuals which write general mercantile lines at 25% to 30% off Michigan Inspections Bureau rates, we are also State Agents for the Hardware and Implement Mutuals which are allowing 50% to 55% dividends on hardware, implement and garage lines.

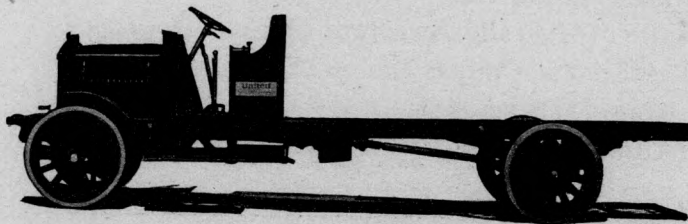
We inspect your risk, prepare your form, write your policy and adjust and pay your loss promptly, if you meet with disaster. If your rate is too high, we will show you how to get it reduced.

Why submit to the high rates and unjust exactions of the stock fire insurance companies, when you can insure in old reliable Mutuals at one-half to two-thirds the cost?

Write us for further information. All letters promptly answered.

C. N. BRISTOL, Manager and State Agent.

## United Motors Co., Grand Rapids



We want responsible agents in every town. Write us for terms. In towns where we are not represented, we will make truck buyers an exceptionally attractive offer.

Send for illustrated catalogue.

690 North St.

## What is Mutual Fire Insurance?

It is the principle of self-government of government "of the people, by the people and for the people" applied to the fire insurance business.

Do you believe in that principle?

Then co-operate with the

## Grand Rapids Merchants Mutual Fire Insurance Co.

327 Houseman Bldg., Grand Rapids, and save 25% on your premium. For 10 years we saved our members thousands of dollars annually.

We pay our losses in full, and charge no membership fee. Join us.

## Fire Insurance that Really Insures

The first consideration in buying your fire insurance is SAFETY. You want your protection from a company which really protects you, not from a company which can be wiped out of existence by heavy losses, as some companies have been.

Our Company is so organized that it CAN NOT lose heavily in any one fire. Its invariable policy is to accept only a limited amount of insurance on any one building, in any one block in any one town.

Our Company divides its profits equally with its policy holders, thus reducing your premiums about one-third under the regular old line charge for fire insurance.

## MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

## The Shoe Dealers Mutual Fire Insurance Company

Fremont, Michigan

(The Pioneer) Organized in 1912

During 1919 will return 30 per cent of premiums as Savings or "Dividend"

We insure all kinds of mercantile STOCKS and BUILDINGS. Insurance in force over \$2,500,000.00. You take no chances in our company as your responsibility is limited to one assessment by our charter, which in no case can exceed the amount of premium paid, or to be paid. See that your policies are made in the PIONEER COMPANY, which is one of the strongest companies in the state. An unsurpassed record of prompt adjustment and payment of all honest losses.

ALBERT MURRAY,

President.

GEORGE BODE,

Secretary.





**Michigan Retail Dry Goods Association.**  
 President—D. M. Christian, Owosso.  
 First Vice-President—George J. Dratz, Muskegon.  
 Second Vice-President—H. G. Wendland, Bay City.  
 Secretary-Treasurer—J. W. Knapp, Lansing.

#### Indiana Retailers to Have Grievance Board.

In order to help retailers in cases when manufacturers ship goods different from the samples shown, the board of directors of the Indiana Retail Dry Goods Association has adopted and announced to the members the following plan:

"A grievance committee has been appointed, the names of the committee to be known only to the president and the office. In case you have a grievance against a manufacturer who has shipped you goods not up to sample, or unlike the goods you have ordered, or in case you have a just grievance of any other nature, write to this office direct, stating in full your grievance and the name of the manufacturer or jobber.

"On receipt of your letter this office

will write the manufacturer, stating that such a grievance has been received from you, and asking him either to adjust it satisfactorily to you or to state his side of the question, that we may hand his statement to the grievance committee. This is done that justice may be done both the manufacturer and the member. On receipt of his statement it will be handed to the grievance committee, and if in the grievance committee's opinion his statement is not satisfactory, he will be told so by this office.

"On the other hand, if the opinion of the grievance committee is that his statement is satisfactory, the member will be so advised.

"If the manufacturer's statement is unsatisfactory, and he still refuses to adjust the difference, he will then be advised that his refusal and the details of the grievance will be made known to the entire membership of the association. If he continues to refuse to change it the entire association will then be bulletined.

"In this manner the manufacturer

is given every opportunity to adjust the difference, and he cannot be heard to say that he has been taken unfair advantage of. This is only right and proper, and insures to everybody concerned fair and equitable treatment."

#### Prices of Cotton and Cotton Goods.

In the four trading days of the last week there were compressed about as many violent changes in cotton quotations as were ever shown in the same period of time. Much of the instability was due to pure speculation, but not all of it. Too much stress was laid on unfavorable weather reports from part of the growing belt, and perhaps not enough on the estimates that the acreage restriction would probably not be much in excess of 9 per cent. On the other hand, reports from down South showed that quite vigorous buying is going on both by exporters and by the Southern mills. It is noteworthy, also, that the spot quotations seem sufficiently attractive to induce holders to let go. Among the foreign interests after cotton are representatives of Great Britain, France, Japan, Czechoslovakia, and even Russia. A statement issued on behalf of the growers asserted that cotton from the crop of this year ought to, and would, reach at least 49 cents. It was also asserted that this was none too high, as a canvass of the mill men had shown that the latter could, at the present prices of fabrics, make a good profit even if their raw material cost them 65 cents per pound. This may readily be

believed in view of the fact that fabrics in the gray have reached the astonishing price of \$1 per pound. Bleached goods have not yet reached a parity with this, but the revisions now on the way will soon accomplish this. Trading has been active, buyers seemingly bidding against one another and raising prices on themselves. There has also been quite a spurt in knit goods buying, due to a belief that there may not be goods enough to go around. Hosiery, which is in active demand, is slated for a rise with the turn of the year.

#### Ho'd Frankel & Sons Up To Public Scorn.

New York, June 2—American children are going to play with German-made toys.

On the fourth anniversary of the sinking of the Lusitania, G. Frankel & Sons, of this city, bought at auction 109 cases of toys and china which had previously been refused by Butler Brothers. The latter concern stated that they did not wish to have anything to do with goods of German manufacture and declared that the Government could sink the whole cargo in the middle of the ocean if it cared to do so. But Frankel & Sons paid \$10,050 for the shipment, officially valued at \$6,450, and have declared that the goods—most of which are stamped "Made in Germany"—will be easily resold through the country.

#### On Its Heels.

First father—What! Your son is an undertaker? Why, I thought you said he was a doctor.

Second paternal relative—No; I said that he followed the medical profession.

# Send Us Your Order Now

Wholesale Distributors of the Following Well Known Merchandise:

Genuine "B. V. D." Underwear  
 "Sealpax" Underwear  
 "Cumfy-Cut" Underwear  
 "Hanes" Underwear  
 "Springtex" Underwear  
 "Vellastic" Underwear  
 "Wright's Health" Underwear  
 "High Rock" Underwear

"Bear Brand" Hose  
 "Burson" Hose  
 "Ipswich" Hose  
 "Nelson" Hose  
 "Durham" Hose  
 "Rockford" Hose  
 "Nashua" Blankets  
 "Hallmark" Dress Shirts

"Uncle Sam" and "King Kole" Work Shirts

Also One of the Largest and Most Complete Lines of Overalls, Sweaters, Men's and Boys' Pants, Flannel Shirts, Wool, Leather and Canvas Gloves.

Exclusive Wholesale Distributors for Famous "Soo Woolen" Mills Products

**Symons Brothers & Company, Saginaw, Michigan**





**BEAR BRAND Record Sox Have Reached  
the Top for Quality and Wear.**

# BEAR BRAND RECORD SOCKS

Another dandy selling number—Record in name—in quality—in value and in wear. It has reached the top for service, durability and satisfaction. Colors: Black, brown, gray, white, slate, navy blue and Palm Beach. Sizes 9½ to 12. Price per dozen, \$2.15.

*The following numbers in men's goods:  
These prices in effect east of Salt Lake City*

**ENGINEER AND FIREMAN**—Carded yarn, medium weight Men's two-thread half hose with three-thread heel and toe. Finished in black, brown and slate. Size 10½, weight 25 ounces. Size 10½, 136 needles. Per dozen ..... \$2.00

**RIDER AND DRIVER**—Carded yarn, medium heavy weight Men's two-thread half hose, with three-thread heel and toe. Finished in black and brown. Size 10½, weight 29 ounces. All sizes 124 needles. Per dozen \$2.15

**RECORD**—Combed yarn, light weight Men's two-thread half hose, with three-thread heel and toe. Finished in black, brown, gray, white, slate, navy blue and Palm Beach. Size 10½, weight 17½ ounces, 172 needles. Per dozen ..... \$2.15

**MOCCASIN**—All mercerized light weight Men's half hose with high spliced heel, crow foot stitch sole, three-thread heel and toe. Finished in black, white, brown, gray, slate, navy blue and Palm Beach. Size 10½, weight 17 ounces. Size 10½ on 220 needles. Per dozen ..... \$3.00

**BANKER AND BROKER**—Improved "BEAR BRAND" special knit hem top. Extra light weight, silk lisle, half hose; knitted from two-ply doubled and twisted, highly mercerized yarn. Has double foot and four-ply heel and toe. Finished in black, brown, navy, gray, slate, white and Palm Beach. Size 10½, weight 15 ounces. Per dozen \$2.25

**ENSIGN**—Extra light weight, 220 needle mercerized Men's hose, double foot and four-ply heel and toe. Finished in black, brown, navy, gray, slate, white and Palm Beach. Size 10½ weight 15 ounces. Per dozen.....\$3.00

**TUSCUMBIA**—Plaited Fiber Silk over cotton Men's half hose with extra long combed yarn, two-thread advanced toe and three-thread heel and toe. Finished in black, white, gray and Palm Beach. Size 10½, weight 15 ounces All sizes 188 needles. Per dozen.....\$3.30

**PARASILK**—Plaited Fiber Silk over mercerized Men's light weight half hose, with high spliced heel, crow foot stitch sole and three-thread heel and toe. Finished in black, white, brown, gray, slate, Palm Beach and

navy blue. Size 10½, weight 17 ounces. Size 10½ on 220 needles. Per dozen .....\$4.25

**BARONET**—Plaited Fiber Silk over mercerized Men's light weight half hose with high spliced heel and double sole and three-thread heel and toe. Finished in black, white, brown, gray, slate, Palm Beach and navy blue. Size 10½, weight 17 ounces. Size 10½ on 220 needles. Per dozen ..... \$4.37½

**PARAMOUNT**—A pure thread silk sock with the improved "BEAR BRAND" special knit hem top. Finished in black, white, brown, navy blue and gray. Size 10½, 13 ounces. Per dozen .....\$4.50

BEAR BRAND Hosiery is distributed entirely through your jobber, giving you a source of supply which means prompt delivery, low freight rates, clean fresh stocks and quick turnover profits.

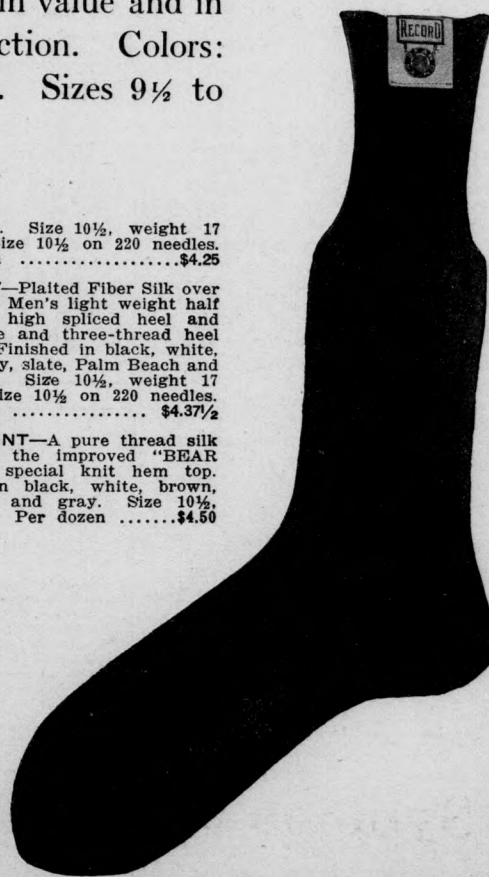
WRITE FOR NAME OF JOBBER NEAREST YOU

**PARAMOUNT KNITTING CO.**

Hunter Bldg.

MANUFACTURERS

CHICAGO





### Gabby Gleanings From Grand Rapids.

Grand Rapids, June 3—Grand Rapids Council held their meeting Saturday night, May 31. This meeting was called one week ahead of the regular meeting night on account of the Grand Council convention at Kalamazoo June 6 and 7. Grand Rapids Council was highly honored at this meeting by having Captain Burgess among us, who recently returned from the battle front. Mr. Burgess gave us a very interesting address regarding his and the 32nd from the time they left Grand Rapids until their return. We all appreciated this address very much and we hope that Captain Burgess will again sometime tell us more about his many experiences while in the army. This, with the initiations and a fairly large attendance, considering the first real hot evening of the year, made it the best and snappiest meeting we have held for a long time. Senior Counselor L. V. Pilkington called a recess until Saturday, Sept. 6, which will be the next regular meeting, and it is expected with this long recess that Sept. 6 will have the largest attendance in members that Grand Rapids Council ever has held in its history.

The U. C. T. team played the Standard Oil team at John Ball park Saturday afternoon. Due to some of its players not being able to get in the game and this being the first game of the season without a chance for practice, we were defeated. We hope later in the season to again have the honor to play the Standards. Then there will be a story to tell that will make Ty Cobb envious.

Due to the hot weather, the goat failed to perform during the initiation of Messrs. Farley and Wheeler. Mr. Farley informs us this is once luck favored him again.

Members of Grand Rapids Council should not forget to get proper uniforms for the parade; also be at the ball game with plenty of pep, for we want to bring home the bacon, and the only way we can do it is by having a large attendance.

With regrets but with pride the many friends of Chas. C. Perkins, the well-known and popular salesman for Armour and Company, are pleased to hear his company has promoted him to a better position, with headquarters at Minneapolis. Personally, Mr. Perkins stands high in this community and in the estimation of all who have known him or who have had business dealings with him. Charley departed Tuesday night of this week for Minneapolis to take up his new duties and we are sure that he is leaving with all the members of No. 131 pulling for him and wishing him the best kind of luck in his new position. If he carries himself the way he has around Grand Rapids for the past fifteen years, it will not be long before Charley will have lots of friends in the Twin Cities. Mr. Perkins will not move his family with him until some time in July, when we will then also lose the charming personality of Mrs. Perkins.

Mrs. Pete Anderson, who has been chosen by the city with five other ladies to attend the City Welfare convention, at Atlantic City, is now in the East where she will spend some time at New York City before going to the convention.

Allen F. Rockwell, our worthy Secretary-Treasurer, is confined to his home with an injured ankle. When it comes to climbing cherry trees, Allen surely is not there. Old age gets us all in time. We all sincerely hope Mr. Rockwell will soon be on the job and that no serious complication will set in. L. E. Stranahan.

### Must Account to Court For Stolen Money.

The Michigan Advisory Board has sent to the stock fire insurance companies directions as to their procedure in complying with the modified

injunction issued by Judge Collingwood in the surtax case. Under the injunction, each company must file with the court before June 10 an agreement that it will deposit monthly with the State Treasurer the amount of the surcharge illegally and unlawfully collected, with a list of policies written, giving name, number of policy, location, premium, rate and surcharge. Unless this agreement, signed by the company, is filed with the clerk of the court by June 10, the company will not be protected by the injunction. The report is to be made to the State Treasurer within sixty days from the close of each month. The money will be held pending the final determination of the surcharge litigation. In the meantime, the Michigan Inspection Bureau has notified the local agents to remit the surcharge without any deduction for commission. If the companies win finally in their robber tactics, the agents will be paid their commission on the surcharge. The companies are advised that they should not report the surcharge for taxation unless the final decision is in their favor, and that upon the cancellation of any policy the unearned portion of the surcharge should be returned to the assured with the unearned premium. An approved uniform blank is being prepared for making reports to be used in Michigan and Kansas and in any other states where it may become necessary.

The more a man knows about the gossip of a community the less account he is likely to be in it.

### STERENBERG & CO.

Merchandise Adjusters  
and Sales Experts

P. O. Box 122 Grand Rapids, Mich.

### Hold Your Trade With Real Grocer Service



You will make a friend of every customer to whom you demonstrate this formula:  
7 lbs. sugar at 11c.....77c  
1 oz. Mapleine (half a 2 oz. bottle).....17c  
4 pts. water.....00  
Total cost of one gallon of the purest and best table syrup obtainable.....94c  
Order Mapleine of your jobber or Louis Hiffer Co., 1205 Peoples Life Bldg., Chicago.

Crescent Mfg. Co.,  
(M-407) Seattle, Wash.

### Big Sales of Fels-Naptha in Summer

The Fels-Naptha way cleans thin summer dresses snowy-white—without rubbing. That saves time, trouble and the material itself. The housewife knows that when she uses Fels-Naptha, she doesn't have to boil the clothes unless she wants to. Cas in on the known qualities of this perspiration-saving soap. Display Fels-Naptha.

Fels & Co.

Philadelphia, Pa.



## Bear Brand Hosiery

Made by the

Paramount Knitting Co.

We sell the following NUMBERS:

Sandow Bearskin Engineer and Fireman  
Rider and Driver Paramount Record Ensign  
Tuscumbia Parafit Paraqueens  
Panama Two-Step

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

## Follow the Natural Impulse



### Telephone

Citizens Long Distance Lines connect with practically every City, Village, Hamlet and Cross Roads in Michigan. Also Points Outside.

## USE CITIZENS SERVICE

# Outerall

REG. U.S. PATENT OFFICE

## Vacation Days are Outerall Days

The Outerall is the ideal one piece play garment for children. Cool, neat and long-wearing, it saves wear, washing and mending.

Put the children's Outerall in your windows and watch the mothers come in. Vacation time is near. Our 2000 Outerall dealers are planning a big trade on the children's sizes.

A sample assortment of both adult and children's sizes sent on approval. No obligation. Write today.

### Michigan Motor Garment Co.

Factories: Greenville and Carson City, Mich.

Offices and Branches: 1016 Medinah Bldg., Chicago; 3429 Ashland Ave., Indianapolis; 30-401-2 Euclid Arcade, Cleveland; 615 Locust St., Des Moines, Ia.; 147 Dwight St., Springfield, Mass.

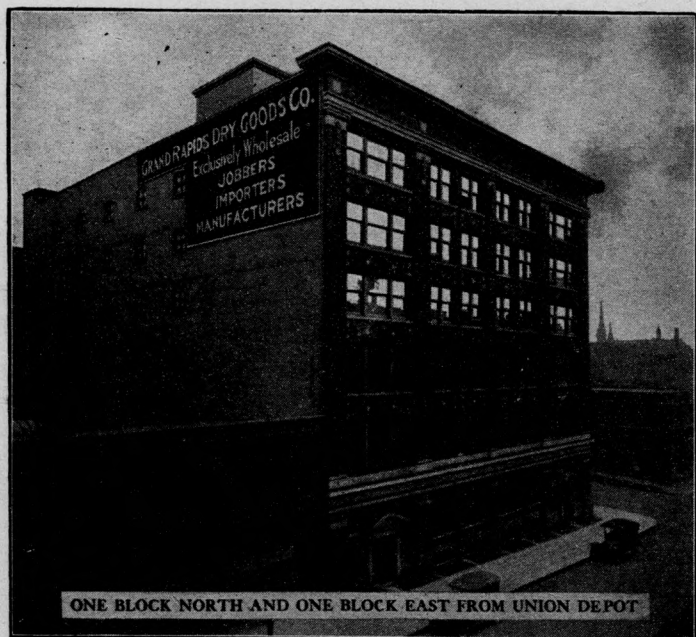




## We Haven't Time

To write you our weekly letter this week. Our reorganized sales force is so good that they have been flooding us with orders. Also since the merchants of Michigan have come to realize our excellent service and right prices on phone and mail orders, our business from these sources has increased several hundred per cent. Now with warm weather and all of the merchants wanting merchandise, partly in anticipation of much higher prices, we just haven't had time to do anything but fill orders. A good part of our wonderfully increased and growing business is due to the better acquaintance with our customers and the help they have been to us, in making suggestions as to ways to reorganize our business so as to better take care of them. The changes have proven a wonderful tonic for the business.

We must not forget to give credit to CITY DAY. It has been such a fine success that all the Wholesalers of Grand Rapids are joining in. With us it is a permanent feature of our business because it has not only done a lot of good on Wednesday but it has greatly stimulated our House trade on other days so that it is several hundred per cent. better than it used to be, which pleases us greatly. We like to have you come in any time that you can. We stand back of the merchandise we sell and try to give you QUALITY and SERVICE. Any time you are not satisfied we will be perfectly willing to make such adjustments as are proper. Don't forget to come and see us NEXT WEDNESDAY (CITY DAY) when you will find REAL BARGAINS in EVERY DEPARTMENT.



### PROMPT SERVICE

Exclusively Wholesale

No Retail Connections

We are manufacturers of  
Trimmed & Untrimmed HATS  
for Ladies, Misses and Children,  
especially adapted to the general  
store trade. Trial order solicited.

**CORL, KNOTT & CO., Ltd.**

Corner Commerce Ave. and  
Island St.  
Grand Rapids, Mich.

**COLEMAN (Brand)**

Terpeneless

**LEMON**

and Pure High Grade  
**VANILLA EXTRACTS**

Made only by  
**FOOTE & JENKS**  
Jackson, Mich.

Assets \$3,099,500.00



Insurance in Force \$55,000,000.00

**MERCHANTS LIFE INSURANCE COMPANY**

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

**Service to Policy Holders**

**\$4,274,473.84**

**Paid Policy Holders Since Organization**

CLAUDE HAMILTON  
Vice-Pres.  
JOHN A. MCKELLAR  
Vice-Pres.

WM. A. WATTS  
President  
RANSOM E. OLDS  
Chairman of Board

RELL S. WILSON  
Sec'y  
CLAY H. HOLLISTER  
Treas.

**SURPLUS TO POLICY HOLDERS \$477,509.40**

## A Wrong Idea

Some grocers are expecting drops in prices that will not come in all cases for a long time.

It was our idea, when the price of

# Jell-O

went up to meet advanced costs, that when the war ended the price would go back immediately.

Now we find there is no prospect of anything of the kind and the price of Jell-O will remain unchanged so long that grocers do not run any risk in placing their orders for all the Jell-O they can handle.

THE GENESEE PURE FOOD COMPANY,

Le Roy, N. Y.





#### Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.  
Vice-President—Patrick Hurley, Detroit.  
Secretary and Treasurer—D. A. Bentley, Saginaw.  
Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

#### Butter Business on a Profitable Basis. Written for the Tradesman.

A certain retail grocer located in a country town of 8,000 and doing a large proportion of his business with the farmers, from whom he received a large quantity of butter in exchange for groceries, found that he was losing considerable money on this butter owing to the condition and quality of a great quantity of it. A great amount of this butter was fresh and sweet but sometimes it lacked color or it may not have been worked sufficient, and in either case it had to be sold at a very great loss. To eliminate this loss he installed a large butter-mixing machine, and in place of selling the first-class butter out as he received it and disposing of the other grades at a loss, he now takes all the fresh, sweet butter and mixes it together and works it over and makes first-class butter. After giving this butter a careful preparation he puts it up in one-pound prints and has a special carton in which he encloses a pound print. On this carton he has printed his own advertisement and by featuring fresh country butter he has built up a very nice trade on butter, and in place of a loss he is now making a nice profit from his butter. Surplus stock is disposed of at a good figure in a near-by city.

Walter Engard.

#### Beating the Coffee Peddler.

Written for the Tradesman.

A Middle Western grocer located in a town of 5,000 waged a successful fight against the coffee peddler and has practically eliminated this competition. Just a short time ago this grocer awakened to the fact that he was selling a very small number of his customers their coffee, and upon investigation he found that two coffee peddlers were making weekly trips to his town and had practically cornered the coffee business. To win back this trade the grocer installed a coffee roaster and began to roast his own coffee. He then sent a man out to call upon every housewife of his community, and to every housewife who would purchase their coffee in ten pound lots and pay for it with the order he would give them a special discount of 3 cents a pound and also the privilege of taking it out as they used it, a pound or two at a time, get-

ting it fresh from the roaster as they needed it. The plan has met with wonderful success and the coffee peddlers have found it rather hard selling in this man's town, and the grocer has found it mighty profitable business, and since adopting this sales idea coffee sales have doubled several times and sales in all other lines have increased very materially.

Walter Engard.

#### How to Sell Eggs.

Eggs are packed in strawboard fillers and the "feel" of the filler is a quick and good guide to the moisture present when eggs are in storage. The filler acts like blotting paper and is either crisp and dry or is soft and pliable, according to the amount of moisture present. The only way to play safe on this point is to occasionally open a case of eggs from the center of the pile, and to examine the four center eggs in the third filler. The moisture inside of the case comes from the evaporated eggs and the moisture is greatest in the center of the case. Therefore, an examination of these four eggs is all that is necessary to know that the remainder of the eggs are not too damp. A little practice will enable the egg man to lift out the top layer three dozen at a time and to examine the four center eggs of the third for the first sign of mold. Do not be alarmed if you discover a little downy mold on these four eggs, but watch it carefully to see that it does not become green mold. A light fuzz is always found when eggs are keeping well, and the absence of fuzz is a warning that the air is too dry.

In case you fear dryness, examine the eggs toward the outside of the case. If these are not shrinking the eggs inside are not shrinking and you are perfectly safe. Paul Mandeville.

#### Money Saved by Buying Your EGG TESTER

of  
S. J. FISH CO.,  
Write for catalogue. Jackson, Mich.

#### SEEDS

#### BUY THE BEST

Reed & Cheney Company  
Grand Rapids, Michigan



#### Rebuilt Cash Register Co.

(Incorporated)  
122 North  
Washington Ave.  
Saginaw, Mich.

We buy, sell, exchange and rebuild all makes.  
Not a member of any association or trust.  
Our prices and terms are right.  
Our Motto:—Service—Satisfaction.

#### WE BUY AND SELL

Beans, Potatoes, Onions, Apples, Clover Seed, Timothy Seed, Field Seeds, Eggs. When you have goods for sale or wish to purchase

WRITE, WIRE OR TELEPHONE US

Both Telephones 1217 Moseley Brothers, GRAND RAPIDS, MICH.  
Pleasant St. and Railroads

## Candle Eggs With the Grant Da-Lite



Four Candler  
For Electric Light  
Use, \$5

Equipped for  
Batteries, \$7

Equipped for  
Coal Oil  
Lamp, \$7

Laws are being introduced before the various Legislatures which will compel all grocers and hucksters to candle eggs. Some states have already passed these laws, so that it is necessary that you candle eggs in the near future.

The Grant Da-Lite Egg Candler requires no dark room to be built and its original cost is even less than the cost of constructing a dark room for any other form of candling device.

The Grant Da-Lite Egg Candler are being used by practically all the produce dealers in the U. S. as well as thousands of retail grocers. Ask your produce dealer about the Grant Da-Lite.

The following distributors have all models of the Da-Lite Egg Candler in stock. Send your order direct to your nearest distributor:

Toner Commission Co., Detroit, Mich.  
Kent Cold Storage Co., Grand Rapids, Mich.  
Brandt & Co., Cleveland, Ohio.  
Northwestern Egg and Poultry Co., Eau Claire, Wis.  
Indiana Board & Filler Co., Decatur, Ind.  
M. J. Power Co., Madison, Wis.  
Fairmont Creamery Co., Columbus, Ohio.

Write for literature describing the different models.  
A Model for every use.

#### GRANT MANUFACTURING CO.

208 N. Wells St.

CHICAGO, ILL.

## Packing Stock Butter

We offer FORTY-FOUR cents a pound  
net delivered Chicago, for any

### Good Packing Stock Butter

up to 5,000 pounds from any one shipper, to be  
shipped up to and including June 9th.

Mail invoice and make draft for 80%, with  
Bill of Lading attached, if you wish.

#### J. H. WHITE & CO.

221 W. South Water St.

CHICAGO, ILLINOIS

#### Watson-Higgins Mfg. Co.

GRAND RAPIDS, MICH.

#### Merchant Millers

Owned by Merchants

Products sold by  
Merchants

Brand Recommended  
by Merchants

#### New Perfection Flour

Packed in SAXOLIN Paper-lined  
Cotton, Sanitary Sacks





**Want Business to Do Own Financing.**

Neither in Congress nor in the Administration does there now seem to be support for the plans which have been so vigorously urged by sundry bankers and export interests for some time past with reference to public support of the trade. As the funds of the Treasury Department available for the making of direct loans to foreign government have gradually been reduced, there has been more and more anxiety on the part of the dealers who have become largely interested in various branches of foreign business to know how far they could count upon public assistance. Apparently there has been some disposition to take the view that if the Government should be impressed with the thought that there was a danger of diminution in the volume of our foreign business it would immediately take steps to sustain it. Many bankers would naturally prefer to see credits sustained on Treasury advances as long as they can. On the other hand, there is now in public circles an evident growth of the belief that business is in a healthy condition and well able to sustain itself both at home and abroad. There is less and less indication that a tariff bill of inclusive character will be adopted at this session, while it seems more and more probable that exporters will have to get their support from private banking sources if they want to go on selling goods in foreign countries. This situation seems to be the beginning of a new period in foreign financing.

It is predicted that under the stress of circumstances there will shortly be a revival of activity in financing circles in New York for the purpose of providing the means with which to carry on trade. That the banking resources of the country are amply adequate to the task and that the interest of the business establishment on the Nation will speedily dictate the necessity of getting forward with the work of arranging a comprehensive plan of finance is generally believed. During the war many concerns ceased to take the initiative in consequence of governmental restrictions and there has accordingly been a letting down which must now be made up by greater activity and enterprise. Indications received here are to the effect that the financial

community will shortly perfect plans of its own for the furtherance of the trade, and that these will be such as to proceed without direct governmental assistance. Influential Congressmen take the view that the legislative body has all it can do to care for the requirements of domestic financing without troubling itself too far at present regarding the foreign side of the situation.

The purpose of the trip of Eugene Meyer of the War Finance Corporation, who is leaving shortly for Europe, is understood to be that of studying the situation in order to work out a plan for the application of the billion dollar fund which was furnished by Congress at the recent session. Pending his return no new developments are now apparently expected. Sporadic conferences on the subject of foreign financing which have occurred here in the recent past have had little outcome and there is no definite plan now under serious consideration except that for the formation of a corporation in which the Government would take half the stock and which would be able to extend large credits. This, as already stated, would have to have congressional sanction, which now does not appear to be in sight. Business interests throughout the country want to see Government expenses reduced and taxes correspondingly curtailed. This is tending to limit the interest which might otherwise be shown in proposals for new financing.

**HIGH GRADE PRINTING.**

Best material and workmanship. Guaranteed satisfaction. Samples for 2c stamp. References, Owosso Savings Bank.

| Combination No. 1.         |                   | No. 3  |
|----------------------------|-------------------|--------|
| Env. XX64,.....            | 500 \$2.00; 1M.,  | \$3.00 |
| Packetheads 7lb. 6x9, 500, | \$2.25; 1M.,      | \$3.50 |
| Statements .....           | 500, \$2.00; 1M., | \$3.00 |
| Total .....                | \$6.25            | \$9.50 |
| Complete Combination ..    | \$5.50            | \$8.50 |

Terms, cash with order or C. O. D. Prepaid if sent cash accompanies order. Orser's Printery, Owosso, Mich.

### A Quality Cigar Dornbos Single Binder

One Way to Havana

Sold by All Jobbers

**Peter Dornbos**  
Cigar Manufacturer  
65-67 Market Ave., N. W.  
Grand Rapids :: Michigan

## MOORE'S SPICES

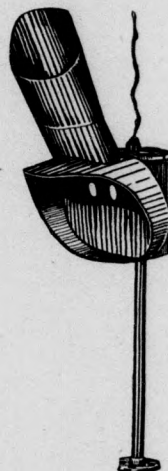
We pack spices in 15c, 10c and 5c sizes, we are also prepared to furnish bulk spices at attractive prices.

The quality of our spices are simply the best the market affords, our spice buyer is very particular as to quality.

It is a great relief to the retail merchant to know that what he sells will give his customer complete satisfaction. Moore's products have that reputation with Moore's customers, why not join our list of happy buyers?

**THE MOORE COMPANY, Temperance, Mich.**

## E We Buy E We Store E We Sell EGGS EGGS EGGS



We are always in the market to buy FRESH EGGS and fresh made DAIRY BUTTER and PACKING STOCK. Shippers will find it to their interests to communicate with us when seeking an outlet. We also offer you our new modern facilities for the storing of such products for your own account. Write us for rate schedules covering storage charges, etc. WE SELL Egg Cases and Egg Case material of all kinds. Get our quotations.

We are Western Michigan agents for Grant Da-Lite Egg Candler and carry in stock all models. Ask for prices.

**KENT STORAGE COMPANY, Grand Rapids, Michigan**

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec. and Treas

## Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence Solicited

Wm. Alden Smith Bldg.

Grand Rapids, Mich.



WE ARE HEADQUARTERS  
WHOLESALE

## Fruits and Vegetables

Prompt Service Right Prices  
Courteous Treatment

**Vinkemulder Company**  
GRAND RAPIDS :: MICHIGAN

It's a Good Business Policy  
to know that

Your Source of Supply is Dependable

You can

## Depend on Piowaty

**M. Piowaty & Sons of Michigan**

MAIN OFFICE, GRAND RAPIDS, MICH.

Branches: Muskegon, Lansing, Bay City, Saginaw, Jackson, Battle Creek, Kalamazoo, Benton Harbor, Mich.; South Bend, Ind.

OUR NEAREST BRANCH WILL SERVE YOU





Michigan Retail Hardware Association.  
President—Geo. W. Leedle, Marshall.  
Vice-President—J. H. Lee, Muskegon.  
Secretary—Arthur J. Scott, Marine City.  
Treasurer—William Moore, Detroit.

#### Some Hardware Plans For the Month of June.

Written for the Tradesman.

It is now fully time for the hardware dealer to make his final preparations for summer trade. Camping-out vacations, yachting trips and fishing excursions are rapidly maturing in the minds of the enthusiast, and the dealer must be well in advance with his preparations to take full advantage of the demand which is now almost upon him.

It is one of the fundamentals of advertising that the advertiser—whether by means of printers' ink or window display—should anticipate the demand, instead of waiting to take advantage of it. It is remarkable how the hardware dealer can stimulate the purchasing tendency of his community.

Appropriate window displays are business builders at all times, but particularly right now. As an instance, a camping-out display, suggesting a tent in the midst of the great outdoors, may help to turn the ideas of a good many from the formal vacation at the summer hotel to a real out-of-doors vacation. Even one sale of a camping outfit will make a display worth while. Now is the time to make the display; for it is right now that people are making their plans for the summer. Weeks hence, when these plans are fully matured, it will be too late to influence them.

It is, therefore, good policy to anticipate the season in your window displays. Of course there are seasonable features that can also be included. Displays of athletic goods, baseball, football and other supplies, are all appropriate. In lake and river towns, yachting and boating accessories should receive attention. There is evidence of a marked revival of interest this year in athletics of all kinds, and the hardware dealer who caters to this revival is not merely lining up for material profits, but is encouraging a movement that is worth a lot to every community.

Fishing tackle, naturally, will fit in with other sporting goods. Rods, reels, lines, hooks and flies and other accessories help to make effective window displays.

It is a little early for guns and ammunition, but no harm will be done by working these into your display where possible. A reminder to the sportsman that you carry these lines will help when the real season comes. You are apt to make sales even now.

Guns, powder tins, shot and other incidentals will fit into any camping-out display.

Some appeal should also be made in your June displays to the motorist. Many hardware dealers specialize to good advantage on these lines. Much depends on locality, and the amount of local competition; but with the approach of summer, these lines are once more seasonable. Batteries, spark plugs, electric lamps, horns, repair outfits, and incidental items can be shown to good advantage.

June is, of course, the month of weddings; and that fact will undoubtedly bulk large in every hardware dealer's programme. There are two phases to the June gift trade, neither of which should be neglected.

On the one hand, there are individual gifts. Cutlery, plated and silver ware, cut glass and similar articles make appealing gifts. A wide range of articles can be shown well within the reach of anyone, from the head of the family down to the youngest member and the poorest relative. These fancy goods make most effective window displays, whether by themselves or in conjunction with other articles.

The trend in recent years toward the utilitarian point of view in connection with wedding gifts will help the hardware dealer to feature other lines. Useful articles, such as ranges, heaters, gas stoves, washing machines, vacuum cleaners, carpet sweepers—not to mention a score of other things—all make good, practical gifts.

Then there are small articles in every hardware store, not likely to be given as individual presents by wedding guests, but very handy in connection with "showers" which nowadays are given by friends for nearly every bride-to-be. Kitchen utensils of all sorts are useful in this connection.



#### Store and Window Awnings

Made to order of white or khaki duck,  
plain and fancy stripes  
Cotton and Wool Bunting Flags.  
Write for prices.

Chas. A. Coye, Inc.  
Grand Rapids, Michigan

# TANGLEFOOT

The Non-Poisonous Fly Destroyer

The United States Public Health Service advises:  
"Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

## Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

### THE POWER CO.

Bell M 797

Citizens 4261

## TAKING INVENTORY

Ask about our way  
BARLOW BROS. Grand Rapids, Mich.

### Jobbers in All Kinds of BITUMINOUS COALS AND COKE

A. B. Knowlson Co.  
203-207 Powers Theatre Bldg., Grand Rapids, Mich.

## Sand Lime Brick

Nothing as Durable  
Nothing as Fireproof  
Makes Structures Beautiful  
No Painting  
No Cost for Repairs  
Fire Proof  
Weather Proof  
Warm in Winter  
Cool in Summer

### Brick is Everlasting

Grande Brick Co., Grand Rapids  
So. Mich. Brick Co., Kalamazoo  
Saginaw Brick Co., Saginaw  
Jackson-Lansing Brick Co. Rives Junction

MORE POWER—LESS GASOLINE

### McQUAY-NORRIS

### LEAK-PROOF PISTON RINGS

Increase Power—Save Fuel. Decrease carbon trouble—cut down running expense.



Distributors, SHERWOOD HALL CO., Ltd.  
30-32 Ionia Ave., N. W. Grand Rapids, Michigan

## Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

## Foster, Stevens & Co. Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.



A variety of showers can be devised. Thus, a woodenware shower could include such items as bread-boards, clothes-baskets, clothespins, rolling pins, etc. A tin shower would call for articles of tinware only. Or, granite or aluminum showers could be suggested. Or all these items can be utilized as gifts for a kitchen shower.

The merchant who is able to suggest gifts for the bride, or to give and think up new ideas in connection with "showers" will be very popular this coming month.

A good display for this month would be the "ideal kitchen." The young housewife of to-day is ambitious to start more fully equipped than her mother was. It will pay the hardware dealer at every opportunity to drive home to young people this idea of utilizing labor saving devices to save time, save work, and make life more worth living. Many housewives are handicapped by lack of even the commoner kitchen utensils. The hardware dealer who, in his advertising and window display and in his personal selling, gets the idea firmly implanted that the housewife is entitled to adequate equipment for her work, is taking a long step toward securing future business.

Quite a bit of painting has already been done, but the spring paint season is by no means over. Persistence counts in this department; and, because the season is drawing near a close, the dealer's efforts to secure business should not be allowed to slacken. Rather, the dealer should keep right after his paint prospects, and redouble his efforts to sell. A lot of sales can be clinched right at the last minute. A good paint display will not come amiss.

Meanwhile, the dealer can be laying plans for the summer months. Incidentally, he should make arrangements for his own summer outing—unless he prefers to take a holiday at some other season. Two weeks spent quite away from the business will do the average merchant, and the average salesman a lot of good.

There is one thing worth remem-

bering right now. That is, the fatal tendency as warm weather approaches to slacken effort. It is easy, in the warm months, to become perfunctory, with the result that window displays are carelessly put together and lose their appeal, newspaper advertising consists usually of "any old thing" and sales fall off. It is easy to say, "It's too hot to work when there isn't any business, anyway. Let's take it easy until fall."

The merchant should fight that tendency. If he wants a holiday, let him take a holiday. But while he is working, it's good policy to put into his work every ounce of energy he can command. Summer business may not measure up to spring or fall business—but summer business can be made a lot better than it usually is by a little extra effort. Keep yourself and your salespeople keyed up to the top notch, and play the game for everything there is in it.

Victor Lauriston.

Bowser Oil Storage Outfits keep oils without loss, measure accurate quantities. Write for descriptive bulletins.

S. F. BOWSER & COMPANY, Inc.  
Ft. Wayne Indiana, U. S. A.



**MCCRAY**  
SANITARY REFRIGERATORS  
For All Purposes  
Send for Catalog  
McCray Refrigerator Co.  
944 Lake St. Kendallville, Ind.

**Kent Steel Company**  
Grand Rapids, Mich.  
Structural Steel  
Beams, Channels, Angles



Wilmarth show cases and store fixtures in West Michigan's biggest store

In Show Cases and Store Fixtures  
**Wilmarth** is the best buy—bar none

Catalog—to merchants

Wilmarth Show Case Company  
1542 Jefferson Avenue Grand Rapids, Mich.

Made In Grand Rapids



## We are Headquarters for SUMMER TOYS AND Holiday Goods

Over one thousand of the leading factories of America have contributed their choicest products to our very unusual display of

### Quick Selling Summer Resort and Holiday Goods

Crockery, House Furnishing Goods & Silverware

Our lines are now complete and ready for your inspection and we extend a cordial invitation to all merchants to visit our store when in Grand Rapids. We assure you of a hearty welcome, courteous treatment and the satisfaction that comes from buying from a  
**GREAT ASSORTMENT**



Just now we call your attention to our

### SAFETY "BIG BANG" LIBERTY CANNON

A perfectly harmless, safe and sane  
4TH JULY BOOMER.

It roars like a real cannon but it doesn't hurt. No matches, no powder, no danger.

Every boy wants it. Can be used in the house or out of doors in military games, saluting, celebrating, etc.

Order one of the following QUICK SELLING ASSORTMENTS:

#### ASSORTMENT NO. 1.

|                     |        |        |
|---------------------|--------|--------|
| 3 only Model 7D@    | \$1.25 | \$3.75 |
| 3 only Model 7F@    | 1.75   | 5.25   |
| 2 only Model 11D@   | 2.50   | 5.00   |
| 2 only Model 11F@   | 3.50   | 7.00   |
| 1 only Model 16F@   | 5.00   | 5.00   |
| 24 Cans Bangsite .. | .15    | 3.60   |
| 12 Spark Plugs .... | .10    | 1.20   |

Total Retail Price ....\$30.80  
Our Price for Ass't..... 19.25

Profit .....\$11.55

#### ASSORTMENT NO. 2.

|                     |        |         |
|---------------------|--------|---------|
| 6 only Model 7D@    | \$1.25 | \$ 7.50 |
| 6 only Model 7F@    | 1.75   | 10.50   |
| 3 only Model 11D@   | 2.50   | 7.50    |
| 3 only Model 11F@   | 3.50   | 10.50   |
| 2 only Model 16F@   | 5.00   | 10.00   |
| 48 Cans Bangsite .. | .15    | 7.20    |
| 24 Spark Plugs .... | .10    | 2.40    |

Total Retail Price .....\$55.60  
Our Price for Ass't.... 33.50

Profit .....\$22.10

ASK FOR DESCRIPTIVE CIRCULAR

Send Your Mail Orders to

**H. Leonard & Sons**  
GRAND RAPIDS, :: MICHIGAN





Grand Council of Michigan U. C. T.  
Grand Counselor—W. T. Ballamy, Bay City.  
Grand Junior Counselor—C. C. Starkweather, Detroit.  
Grand Past Counselor—John A. Hach, Coldwater.  
Grand Secretary—M. Heuman, Jackson.  
Grand Treasurer—Lou J. Burch, Detroit.  
Grand Conductor—H. D. Ranney, Saginaw.  
Grand Page—A. W. Stevenson, Muskegon.  
Grand Sentinel—H. D. Buden, Lansing.  
Grand Chaplain—J. H. Beiknap, Bay City.

#### Motoring Salesmen Succeed Drummer.

The days of the old-fashioned "drummer"—the fat one with a black cigar and a derby, who used to take up a lot of the red plush in smoking cars—are numbered. In his place has arisen the motoring salesman who covers his territory in an automobile. This is especially true of the salesman who makes the small rural communities. These travelers have generally had a rather small territory to cover—small because of the transportation difficulties. Now they can make three times as much territory by motor car. Not only is it possible to short-cut with an automobile, making jumps that had to be covered by a longer route on the train, but the traveler can save many hours that formerly were wasted waiting for the one train that ran daily up and down a jerkwater line. The motoring salesman gets into a town, sees his customers and then speeds away without wasting a minute. Of course, the automobile for such work must have certain requisites. It must be staunch and reliable and it must operate at a moderate cost. Even with present railroad fares, unless a car is marked for its economy, it cannot compete with railroad transportation on a dollar and cents basis.

#### Two Reasonable Objections to the Cigarette.

A local soldier-politician rushes in to print in defense of the cigarette and in condemnation of Mel. Trotter for the somewhat emphatic denunciation he made of the filthy habit in the course of one of his revival addresses a few days ago.

The cigarette habit produces a state of mind not unlike the world-domination idea which has taken complete possession of the German, who imagines he is co-operating with God when he crucifies soldiers, ravishes women, rapes young girls and emasculates young boys. The cigarette smoker is apparently unable to realize that the cigarette habit so defiles his garments and vitiates his breath that he is a fit companion only for skunks—that he has no place in decent society and should never enter a home,

a public dining room, a chair car or a sleeping car, because his presence in such places is an act of ill breeding and an offense against good morals and common decency. No cigarette smoker will agree with this statement, because the mere fact that he is a cigarette smoker prevents him from seeing things in their proper light. He has become as obsessed with the idea that cigarette smoking is legitimate as the German has with the idea that despoiling young girls is part of his religion and his patriotic duty to the nation of wild beasts to which he owes allegiance.

I greatly deplore the fact that thousands of our soldiers have been addicts to this filthy, immoral, degrading and demoralizing habit through the instrumentality of the Y. M. C. A. and other pretended religious organizations. This habit will find expression later on in shortening the lives of those who persist in it through the deleterious effect of the habit on the heart. This statement is based on the best medical experience of the world, which is in agreement on the conclusion that no cigarette smoker can withstand the ravages of any disease which has to do with the heart like a non-smoker can.

Of course, the slaves of the habit will sneer at this statement and hold the man who makes it up to ridicule, but reference to any of the best medical works of the age dealing with this topic will confirm all I have said regarding the deleterious effect of cigarette smoking on the health of the smoker.

E. A. Stowe.



TO CHICAGO — Sunday, Monday, Wednesday and Friday Nights 7:15 p. m.

FROM CHICAGO — Tuesday, Thursday and Saturday Nights 7:45 p. m. and Monday 10 a. m.

FARE \$3.50 Plus 28c War Tax.

Boat Car Leaves Muskegon Electric Station 7:15 p. m.

Goodrich City Office, 127 Pearl St., N. W. Powers Theater Bldg.

Tickets sold to all points west. Baggage checked thru.

W. S. NIXON, City Pass. Agent.

**HOTEL HERKIMER**  
GRAND RAPIDS, MICHIGAN  
European Plan, 75c Up  
Attractive Rates to Permanent Guests  
Popular Priced Lunch Room  
COURTESY SERVICE VALUE

**OCCIDENTAL HOTEL**  
FIRE PROOF  
CENTRALLY LOCATED  
Rates \$1.00 and up  
EDWARD R. SWETT, Mgr.  
Muskegon Michigon

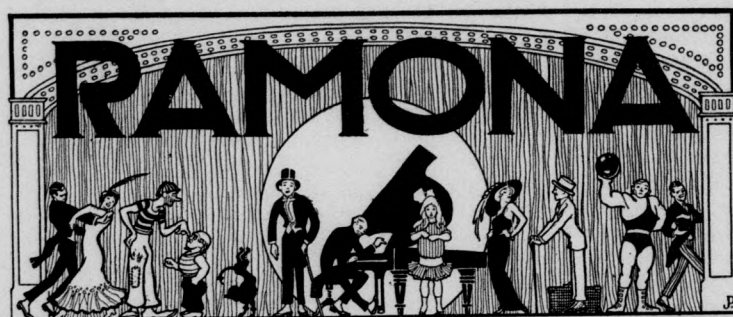
Bell Phone 596 City Phone 61366

**Lynch Brothers Sales Co.**

Special Sale Experts

Expert Advertising  
Expert Merchandising

209-210-211 Murray Bldg.  
GRAND RAPIDS, MICHIGAN



THE RENDEVOUS OF REFINED AMUSEMENT SEEKERS

The same popular prices will prevail this year. Matinees, except Holidays and Sundays, 10 and 25 cents. Evenings, 10, 25, 35 and 50 cents, plus the war tax. For the convenience of patrons, choice seats may be reserved at The Pantlind Style Shop, Peck's and Wurzburg's at no advance in prices, or your seat orders will be promptly and courteously attended to, if telephoned direct to the Park Theatre Office.

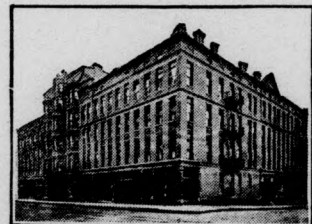
**New Hotel Mertens**  
GRAND RAPIDS

ROOMS  
WITHOUT BATH \$1.00  
WITH BATH (shower or tub) \$1.50  
MEALS 60 CENTS

Union Station



**CODY HOTEL**



IN THE HEART OF THE CITY  
Division and Fulton

RATES { \$1.00 without bath  
\$1.50 up with bath

CODY CAFETERIA IN CONNECTION



### Incongruities of the Soft-Drink Tax.

The Soda Fountain Association of New York wants an interpretation of the luxury tax as applied to soft drinks.

As it stands, there is a go-as-you-please informality about the operation of the new revenue levy that makes for confusion in the mind of the poor, old ultimate consumer and raises the rate of insanity among beautiful young women cashiers.

Here are some of the obscure points the association wants illuminated, as voiced by representatives of leading soda fountain concerns at a meeting held recently at the Hotel McAlpin.

Why should a 5-cent ice cream cone purchased from a pushcart be subject to taxation, and a 75-cent "baked Alaskan," at an uptown hotel, be exempt?

Why should hot chocolate be untaxable and not cold chocolate?

Why is a glass of milk classed as food, when serve au natural, and not when mixed with an egg?

Why does grape juice, plain, sell at par, and when diluted require a tax check? (Does William J. Bryan pay the tax or take his straight?)

When the till and the check box disagree, will the Government or the dealer be loser?

What provision has been made to check up on pushcart venders?

Another incongruity pointed out is that ice cream or sodas may be purchased and taken outside, in paper cases, without incurring the tax. One manager suggests that patrons bring their own receptacles.

Shall rushing the can to the corner drug store become a National sport?

And will sidewalk cafes become a feature of soft-drink parlors?

These and a number of other questions agitate the minds of the purveyors of liquid cold comfort, all agreeing that the new tax adds greatly to their troubles.

We would remind our readers that this tax is not a straight percentage tax, but is, as stated in the law, to be applied at the rate of 1 cent for each 10 cents or fraction thereof. Therefore, while all 10 cent drinks must have added to them, 1 cent tax; 20 cent drinks, 2 cent tax; and 30 cent drinks, 3 cent tax; all 5 cent drinks must also have added to them, 1 cent tax; 15 cent drinks, 2 cent tax; and 25 cent drinks, 3 cent tax.

### Live Notes From a Live Town.

Owosso, June 2—Miss M. G. Calhoun has sold her grocery stock in the City Market building to Criss H. Gorte, who has taken possession. Criss is an old and experienced grocer and it is a case of the right man in the right place.

Fred Hanifan has made another change in the construction of his new home. Fred has been sticking around home for a day or two during the house cleaning period and immediately changed the whole plan of his intended habitation and is now drawing a plan for a portable house which, in the event of house cleaning, can be taken down and sent to the laundry.

R. C. Monks, the South Chipman grocer, Owosso, is remodeling the interior of his store with new floor, new up-to-date shelving and new floor cases and new ideas and everything modern except Carl himself. Boys, if you want to look at a good town, come over and see us.

J. R. Ketchum, of Owosso, has sold his grocery stock on the Cornuna Road to A. T. Beebe, who has taken possession. Mr. Beebe is an experienced grocer and has one of the best locations in the city. He is a young man and a hustler and success is his from the start.

Miles C. Newman, of Byron, has rented the H. V. Pierce store, in Morrice, and opens up this morning with a new full stock of groceries.

H. H. Hinman has enlarged his store building and has one of the neatest and most complete groceries in the city of Owosso.

Uncle Ben Baker, proprietor of the Miller House, Carson City, has painted and decorated the interior of that entire tavern in an up-to-date and modern style that gives it a homelike appearance. Plenty of ice water on tap and the eats are abundant and palatable. Bully for Uncle Ben!

Honest Grocerman.

### Wherein Salesman Differs From Other Men.

When a plumber makes a mistake, he charges time for it.

When a lawyer makes a mistake, it's just what he wanted.

When a carpenter makes a mistake, it's just what he expected, because the chances are ten to one he never learned his business.

When an electrician makes a mistake, he blames it on induction, because nobody knows what that is.

When a doctor makes a mistake, he buries it.

When a judge makes a mistake, it becomes the law of the land.

When a preacher makes a mistake, nobody knows the difference.

But a salesman—he is different, he has to be careful, he cannot turn his mistakes into profit or blame them on a profession.

You've got to go some to be a salesman.

### Corrected With Pleasure.

Fennville, June 3—There was one statement in the Tradesman last week which I would like to have corrected. You state that I had sold my stock of clothing and shoes to Buys & Smith, who will move the stock to Three Rivers. This is an error, for I sold both of these stocks with the distinct agreement that the purchasers were to continue the business in Fennville and I made a deal with them to rent them my building before we consummated the deal. They are doing business at the old stand. I am still in the hardware and implement business, also the dry goods business. I feel for the good of the village this should be corrected.

L. S. Dickinson.

### Room For More.

Jackson, June 3—We wish to take this opportunity to express to Mr. Stowe our hearty appreciation for the great stand he has taken all during the war in behalf of America. We note in one issue of the Tradesman that owing to his stand against all things German he has lost some subscribers. That very thing should be a great asset to the publication and induce thinking merchants to take the Tradesman and read it. More publishers of Stowe's caliber would be a Godsend to America.

Arthur E. Green.

Eat plenty of fruit and fresh vegetables in summer, and cut down your meat diet. Drink a liberal allowance of pure water at all times, but not ice water.

We must abolish undeserved poverty as well as unearned wealth.

### Is Your Store Efficient?

A well-known manufacturer of a nationally advertised brand has prepared the following efficiency chart for retailers. By sizing up his answers to the following questions any retailer can form a pretty close idea as to whether his store is efficiently conducted—

#### How Efficient Is Your Store?

- Do you like your work?.....
- Are you open to suggestions?..
- Is the total percentage of expense\* of sales less than 20 per cent? .....
- Is your turn-over at least five times a year?.....
- Are you doing all the business possible with your present overhead expense?.....
- Do you overcome sales-resistance by selling nationally advertised goods?.....
- Do you conduct your business on the one-price plan?.....
- Are your goods marked in plain figures? .....
- Do you keep a record of sales by departments? .....
- Is there any "soldiering" or time-wasting by your employees? .....
- Do you make easy and immediate adjustment of complaints? .....
- Do you make special efforts to sell big-price articles?.....
- Do you advertise in any way—newspapers, form letters, handbills, etc? .....
- Have you a system for getting facts about your possible customers that may help make more sales?.....
- Do you try to enlarge your selling territory? .....
- Do you use the personal canvass to help sales? .....
- Do you constantly use manufacturers' dealer helps?.....
- Is your stock clean and displays attractive? .....
- Do you make it a point to know thoroughly the goods you sell? .....
- Do you regularly read some business efficiency literature? .....
- Do you dress your window at least once a week?.....

Total per cent. ....

\*Include as expense items; rent, salaries, advertising losses on leaders, heat and light, delivery supplies, insurance and taxes, general expense, depreciation and shrinkage and bad debts.

### Do Your Papers Carry Such Advertisements?

|                                       | Retail Price | Our Price |
|---------------------------------------|--------------|-----------|
| 5 lbs. granulated sugar...            | 60c          | 15c       |
| 1 lb. baking powder .....             | 50c          | 39c       |
| ¼ lb. black pepper .....              | 25c          | 15c       |
| ¼ lb. cinnamon .....                  | 25c          | 15c       |
| ¼ lb. ginger .....                    | 25c          | 15c       |
| ¼ b. Mustard .....                    | 25c          | 15c       |
| 2 bars Kirk's white flake soap .....  | 16c          | 9c        |
| 1 bar Fels naptha soap..              | 5c           | 3c        |
| 1 lb. breakfast cocoa ....            | 60c          | 36c       |
| Retail price \$2.91. Our price \$1.62 |              |           |

YOU SAVE \$1.29.

Advertisements similar to the above

are appearing in newspapers throughout the country over the names of little-known houses in large cities.

One such advertisement, investigated by the Tradesman, revealed that the address given was a lawyer's office and the trail led to a wholesale grocer who is supposed to fill the orders received.

Anyone knows that granulated sugar costs much more than 3 cents per pound wholesale. The same thing is true of a few other articles mentioned in the "trial order," but no one knows how much the baking powder, ground pepper, cinnamon, mustard and ginger included in this order are worth. It is safe to state, however, that the profit on these unknown articles which the customer also has to buy to get the sugar at 3 cents per pound is sufficient to give the advertiser a profit on the transaction.

Further loss is likely to result from the fact that many householders who bite at the low-priced sugar bait will thus buy ginger, pepper, mustard or other items which they do not actually need at the time—yet they must take the whole order.

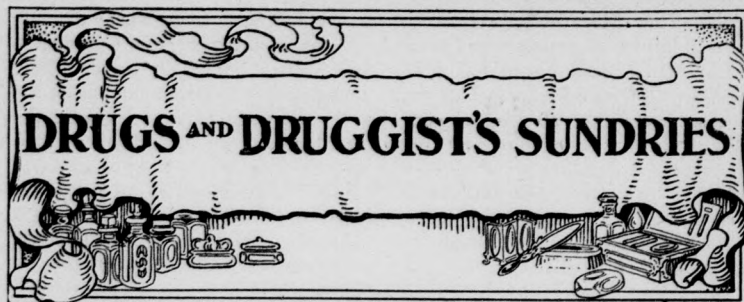
Unfortunately, comparisons of values obtainable from houses like this on the one hand, and from the local food distributor on the other, would hardly be possible, because there are few local food distributors who would have in stock the kind and quality of unknown merchandise such as these supposed "cut rate" houses handle.

We suggest that where such advertising appears the local merchants who regularly advertise in the papers carrying such advertisements, call the business manager of the paper and enter a vigorous protest.

We believe such advertisements are destructive of confidence in advertising and that it is unfair to a newspaper's legitimate advertisers and its readers alike.

What more American than a millionaire whose fortune was made by a patent hair restorative? The negro race has produced poets of note, composers, orators, a great educator, who was also a distinguished writer. But it gave itself the full stamp of Americanism by producing in "Madame" Walker a woman who built up a great business on the formula for a scalp decoction. Her field having been confined to the negro population—although it is denied that she claimed ability to straighten hair—her fortune is equivalent to one at least ten times as great made by sellers of patent medicines among the whites. It was accumulated in fifteen years, and its possessor knew how to live and entertain richly. Negroes have been slow to show the full benefits of white civilization by blossoming forth as oil kings, movie magnates, and magnificent stock-exchange gamblers. Mrs. Walker demonstrated that they may rise to the most distinctive heights of American achievement. Men who would do nothing but sneer at what Coleridge-Taylor composed, Paul Lawrence Dunbar wrote, or Booker Washington built will be all respect when the negroes have their full quota of millionaires.





**Michigan Board of Pharmacy.**  
 President—Leonard A. Seltzer, Detroit.  
 Secretary—Edwin T. Boden, Bay City.  
 Treasurer—George F. Snyder, Detroit.  
 Other Members—Herbert H. Hoffman,  
 Sandusky; Charles S. Koon, Muskegon.  
 Examination Sessions—Grand Rapids,  
 March 18, 19 and 20; Detroit, June 17,  
 18 and 19.

#### Every Disabled Soldier and Sailor Pharmacist Should Know.

That the Government is resolved to do its best to restore him to health, strength and self-supporting activity.

That until his discharge from hospital care the medical and surgical treatment necessary to restore him to health and strength is under the jurisdiction of the military or naval authorities.

That the vocational training which may be afterwards necessary to restore his self-supporting activity is under the jurisdiction of the Federal Board for Vocational Education.

That if he needs an artificial limb or other orthopedic or mechanical appliance the Bureau of War-Risk Insurance supplies it free upon his discharge and renews it when considered necessary.

That if, after his discharge, he again needs medical treatment on account of his disability the Bureau of War-Risk Insurance supplies it free.

That any man whose disability entitles him to compensation under the War-Risk Insurance Act may be provided by the Federal Board with a course of vocational training for a new occupation.

That the Government strongly recommends each man who needs it to undertake vocational training and put himself under the care of the Federal Board, but the decision to do so is optional with each man.

That if his disability does prevent him from returning to employment without training and he elects to follow a course of vocational training provided by the Federal Board, the course will be furnished free of cost, and he will also be paid as long as the training lasts a monthly compensation equal to the sum to which he is entitled under the War-Risk Insurance Act or a sum equal to the pay of his last month of active service, whichever is the greater, but in no case will a single man or a man required by his course of instruction to live apart from his dependents receive less than \$65 per month, exclusive of the sum paid dependents; nor will a man living with his dependents receive less than \$75 per month, inclusive of sum paid to dependents.

That if his disability does not prevent him from returning to employment without training and he elects to follow a course of vocational training provided by the Federal Board,

the course will be furnished free of cost to him, and the compensation provided by the War-Risk Insurance Act will be paid to him, but no allowance will be paid to his family.

That in addition to the above the family or dependents of each disabled man will receive from the Government during his period of training the same monthly allotment and allowance as that paid prior to his discharge from the Army or the Navy.

That upon completion of his course of training he will continue to receive the compensation prescribed by the War-Risk Insurance Act so long as his disability continues.

That in nearly every case, by following the advice and suggestions of the Federal Board, he can either get rid of the handicap caused by his disability or acquire new powers to replace any that may have been lost.

That if he is willing to learn and to take advantage of the opportunities to increase his skill offered him by the Federal Board he can usually get a better position than he had before entering the service.

That if he fails to take advantage of these opportunities he will find himself badly handicapped when he is obliged to compete with the able-bodied men who come back to work after the war.

That the Federal Board, through its vocational experts, will study his particular disability and advise him as to the proper course to pursue and give him free training for the occupation best suited to him.

That on the satisfactory completion of his training the Federal Board, through its employment service, will assist him to secure a position.

#### Good Rules for Business Men.

Don't worry; don't overbuy; don't go security.

Keep a high vitality; keep insured; keep sober; keep cool.

Stick to chosen pursuits, but not chosen methods.

Be content with small beginnings and develop them.

Be wary of dealings with unsuccessful men.

Be cautious, but when a bargain is made, stick to it.

Keep down expenses, but don't be stingy.

Make friends, but not favorites.

Don't take new risks to retrieve old losses.

Make plans ahead, but don't make them in cast iron.

Don't tell what you are going to do until you have done it.

The iron grip of poverty is apt to make one's clothes look rusty.

# Fieglers

## Chocolates

Package Goods of  
 Paramount Quality  
 and  
 Artistic Design



## Bel-Car-Mo

### Peanut Butter

Comes in all sizes of Sanitary Tins from 8 oz. to 100 lbs. Stock it at once; the advertising it's getting will move it. Order from your jobber.

# Arctic

## ICE CREAM

MADE IN GRAND RAPIDS

ARCTIC ICE CREAM CO.

Claude G. Piper, Mgr.

## Cigarettes and Tobaccos

Remember that the returning soldiers and sailors are sure to create a bigger demand than ever before for the well known brands of cigarettes and tobaccos.

We can supply such cigarettes as:

|              |                |       |
|--------------|----------------|-------|
| Camel        | Army and Navy  | Mogul |
| Fatima       | Lord Salisbury | Omar  |
| Pall Mall    | Melachrino     | Nebo  |
| Lucky Strike | Windsor Castle | Bud   |

and such tobaccos as:

|           |                |         |
|-----------|----------------|---------|
| Stag      | American Navy  | Rob Roy |
| Tuxedo    | Lucky Strike   | Velvet  |
| Peerless  | Prince Albert  | Shag    |
| Spearhead | Serene Mixture |         |

Write us for our complete catalogue.

## Hazeltine & Perkins Drug Co.

### Grand Rapids, Michigan



# Red Crown Gasoline for Power

The modern motor and improved carburetors have demonstrated beyond question that gasoline made especially for motor fuel—as Red Crown is made—will give the most power—the most speed and the most miles per gallon. Red Crown, like your automobile, is built to specifications and Red Crown specifications have been worked out by the most eminent petroleum chemists and automobile engineers available.

Red Crown contains a continuous chain of boiling point fractions, starting at about 95 degrees and continuing to above 400 degrees. It contains the correct proportion of low boiling point fractions to insure easy starting in any temperature—the correct proportion of intermediate boiling point fractions to insure smooth acceleration—and the correct proportion of high boiling point fractions with their predominance of heat units to insure the maximum power, miles and speed.

These are the things that make Red Crown the most efficient gasoline possible to manufacture with present day knowledge.

For sale everywhere and by all agents and agencies of

**STANDARD OIL COMPANY**  
(INDIANA)  
Chicago U. S. A.

## Would A Fire Put You At The Mercy of Your Customers?



## Let A Metzgar Carry That Risk

A Metzgar just as you see in the above picture is all you need to protect your accounts and other valuable papers and records against fire. One of these systems recently went through a five story building fire in Grand Rapids—falling five floors to the basement, where it was recovered twenty-four hours later with all accounts in good legible form.

## The Cost Is Trifling

Aside from the Metzgar Account Register being fireproof and insuring your accounts and other valuable records against loss through fire (something that no Insurance Company will do) it will keep your accounts posted up-to-the-minute, and with only one-writing. It will eliminate Forgotten Charges, Lost Slips or Charges, Mixing Accounts and Bringing Forward of wrong Past Balances. Your increased collections and savings through the elimination of mistakes will pay the small price asked for it several times over during the first year you have it in use and it will keep on making money for you as long as you are in business.

Write for free catalog and details.

**Metzgar Register Co., Grand Rapids, Mich.**

## WHOLESALE DRUG PRICE CURRENT

Prices quoted are nominal, based on market the day of issue.

|                       |              |                       |              |
|-----------------------|--------------|-----------------------|--------------|
| <b>Acids</b>          |              | <b>Capsicum</b>       |              |
| Boric (Powd.)         | 13@ 25       | Capsicum              | 1@ 95        |
| Boric (Xtal)          | 18@ 25       | Cardamon              | 1@ 50        |
| Carbolic              | 21@ 25       | Cardamon, Comp.       | 1@ 35        |
| Citric                | 1 15@ 1 25   | Catechu               | 1@ 50        |
| Muriatic              | 3 1/4@ 5     | Cinchona              | 1@ 80        |
| Nitric                | 10@ 15       | Colchicum             | 1@ 40        |
| Oxalic                | 53@ 60       | Cubeb                 | 2@ 60        |
| Sulphuric             | 3 1/4@ 5     | Digitalis             | 1@ 60        |
| Tartaric              | 1 12@ 1 20   | Gentian               | 1@ 20        |
| <b>Ammonia</b>        |              | Ginger                | 1@ 50        |
| Water, 26 deg.        | 10@ 20       | Guaiaac               | 2@ 65        |
| Water, 18 deg.        | 9 1/2@ 18    | Guaiaac, Ammon.       | 2@ 40        |
| Water, 14 deg.        | 9@ 17        | Iodine, Colorless     | 1@ 50        |
| Carbonate             | 19@ 25       | Iodine, Colorless     | 2@ 00        |
| Chloride (Gran.)      | 17 1/2@ 25   | Iron, clo.            | 1@ 45        |
| <b>Balsams</b>        |              | Kino                  | 1@ 25        |
| Copaiba               | 1 20@ 1 40   | Myrrh                 | 1@ 95        |
| Fir (Canada)          | 1 75@ 2 00   | Nux Vomica            | 1@ 80        |
| Fir (Oregon)          | 50@ 75       | Opium                 | 1@ 50        |
| Peru                  | 4 75@ 5 00   | Opium, Camph.         | 1@ 80        |
| Tolu                  | 2 00@ 2 25   | Opium, Deodor'd       | 1@ 80        |
| <b>Barks</b>          |              | Rhubarb               | 1@ 80        |
| Cassia (ordinary)     | 40@ 45       | <b>Paints</b>         |              |
| Cassia (Salign)       | 90@ 1 00     | Lead, red dry         | 13@ 13 1/2   |
| Sassafras (pow. 55c)  | 50@ 50       | Lead, white dry       | 13@ 13 1/2   |
| Soap Cut (powd.)      | 26@ 30       | Lead, white oil       | 13@ 13 1/2   |
| <b>Berries</b>        |              | Ochre, yellow bbl.    | 2@ 5         |
| Cubeb                 | 1 75@ 1 80   | Ochre, yellow less    | 2 1/2@ 5     |
| Fish                  | 1 00@ 1 10   | Putty                 | 4 1/2@ 7     |
| Juniper               | 10@ 18       | Red Venet'n Am.       | 2 1/2@ 5     |
| Prickley Ash          | 30@ 30       | Red Venet'n Eng.      | 3@ 6         |
| <b>Extracts</b>       |              | Vermilion, Amer.      | 25@ 30       |
| Licorice              | 60@ 65       | Whiting, bbl.         | 2 1/2@ 4     |
| Licorice, powd.       | 1 25@ 1 50   | Whiting, bbl.         | 3 1/2@ 4     |
| <b>Flowers</b>        |              | L. H. P. Prep.        | 3 00@ 3 25   |
| Arnica                | 1 20@ 1 25   | <b>Miscellaneous</b>  |              |
| Chamomile (Ger.)      | 80@ 1 00     | Acetanald             | 65@ 75       |
| Chamomile Rom.        | 1 50@ 1 60   | Alum                  | 17@ 20       |
| <b>Gums</b>           |              | Alum, powdered and    | 18@ 21       |
| Acacia, 1st           | 65@ 70       | Alum, powdered and    | 18@ 21       |
| Acacia, 2nd           | 55@ 60       | Bismuth, Subni-       | 4 00@ 4 10   |
| Acacia, Sorts         | 35@ 40       | trate                 | 4 00@ 4 10   |
| Acacia, powdered      | 45@ 50       | Borax xtal or         | 10@ 15       |
| Aloes (Barb. Pow.)    | 30@ 35       | powdered              | 10@ 15       |
| Aloes (Cape Pow.)     | 30@ 35       | Cantharides po        | 2 00@ 2 50   |
| Aloes (Soc Pow.)      | 1 40@ 1 50   | Calomel               | 2 15@ 2 20   |
| Asarotida             | 6@ 50        | Capelcum              | 38@ 45       |
| Pow.                  | 67@ 70       | Carmine               | 6 50@ 7 00   |
| Camphor               | 3 10@ 3 15   | Cassia Buds           | 50@ 60       |
| Guaiaac               | 2@ 15        | Cloves                | 57@ 65       |
| Guaiaac, powdered     | 2@ 25        | Chalk Prepared        | 12@ 15       |
| Kino                  | 85@ 85       | Chalk Precipitated    | 12@ 15       |
| Kino, powdered        | 1@ 10        | Chloroform            | 45@ 55       |
| Myrrh                 | 1@ 40        | Chloral Hydrate       | 1 80@ 2 00   |
| Myrrh, Pow.           | 1@ 50        | Cocaine               | 12 30@ 12 85 |
| Opium                 | 15 00@ 15 50 | Cocoa Butter          | 65@ 75       |
| Opium, powd.          | 16 50@ 17 00 | Corks, Lst., less 50% | 2 1/2@ 3     |
| Opium, gran.          | 20 00@ 20 50 | Copperas, bbls.       | 3 1/2@ 3     |
| Shellac               | 90@ 1 00     | Copperas, less        | 3 1/2@ 3     |
| Shellac Bleached      | 1 00@ 1 10   | Copperas, powd.       | 4 1/2@ 10    |
| Tragacanth            | 4 25@ 4 50   | Corrosive Sublim      | 1 93@ 2 00   |
| Tragacanth powder     | 4@ 40        | Cream Tartar          | 65@ 75       |
| Turpentine            | 15@ 25       | Cuttlebone            | 95@ 1 00     |
| <b>Insecticides</b>   |              | Dextrine              | 8 1/2@ 15    |
| Arsenic               | 13 1/2@ 20   | Dover's Powder        | 5 75@ 6 00   |
| Blue Vitriol, bbl.    | 10 9 1/2@ 15 | Emery, All Nos.       | 10@ 15       |
| Blue Vitriol, less    | 10 1/2@ 15   | Emery, Powdered       | 8@ 10        |
| Bordeaux Mix Dry      | 23@ 38       | Epsom Salts, bbls.    | 3 1/2@ 3     |
| Hellebore, White      | 38@ 45       | Epsom Salts, less     | 5@ 10        |
| powdered              | 38@ 45       | Ergot                 | 4@ 40        |
| Insect Powder         | 45@ 70       | Ergot, powdered       | 4@ 40        |
| Lead, Arsenate Po     | 32@ 48       | Flake White           | 15@ 20       |
| Lime and Sulphur      | 20@ 25       | Formaldehyde, lb.     | 27@ 30       |
| Solution, gal.        | 20@ 25       | Gelatin               | 1 75@ 1 90   |
| Paris Green           | 46@ 52       | Glassware, full case  | 58%          |
| <b>Ice Cream</b>      |              | Glassware, less 50%   | 58%          |
| Piper Ice Cream Co.,  |              | Glauber Salts, bbl.   | 3@ 3         |
| Kalamazoo             |              | Glauber Salts less    | 4@ 8         |
| Bulk, Vanilla         | 1 00         | Glue, Brown           | 25@ 35       |
| Bulk, Chocolate       | 1 10         | Glue, Brown Grd.      | 20@ 30       |
| Bulk, Caramel         | 1 10         | Glue, White           | 30@ 35       |
| Bulk, Grape-Nut       | 1 10         | Glue, White Grd.      | 30@ 35       |
| Bulk, Strawberry      | 1 20         | Glycerine             | 27 1/2@ 42   |
| Bulk, Tutti Frutti    | 1 20         | Hops                  | 55@ 80       |
| Brick, Vanilla        | 1 20         | Iodine                | 5 60@ 5 90   |
| Brick, Chocolate      | 1 60         | Iodoform              | 6 50@ 6 74   |
| Brick, Caramel        | 1 60         | Lead, Acetate         | 1 25@ 30     |
| Brick, Strawberry     | 1 60         | Lycopodium            | 1 75@ 2 00   |
| Brick, Tutti Frutti   | 1 60         | Mace                  | 85@ 90       |
| Brick any combination | 1 60         | Mace, powdered        | 95@ 1 00     |
| <b>Leaves</b>         |              | Menthol               | 3 00@ 3 20   |
| Buchu                 | 2@ 30        | Morphine              | 14 30@ 15 00 |
| Buchu, powdered       | 2@ 25        | Nux Vomica            | 30@ 30       |
| Sage, bulk            | 67@ 70       | Nux Vomica, pow.      | 28@ 35       |
| Sage, 1/4 loose       | 72@ 78       | Pepper black pow.     | 53@ 55       |
| Sage, powdered        | 65@ 60       | Pepper, white         | 50@ 50       |
| Senna, Alex           | 1 40@ 1 50   | Pitch, Burgundy       | 15@ 15       |
| Senna, Tinn.          | 30@ 35       | Quassia               | 12@ 15       |
| Senna, Tinn. pow.     | 35@ 40       | Quinine               | 1 09@ 1 59   |
| Uva Ursi              | 25@ 30       | Rochelle Salts        | 55@ 60       |
| <b>Oils</b>           |              | Saccharine            | 52@ 52       |
| Almonds, Bitter,      |              | Salt Peter            | 25@ 35       |
| true                  | 15 00@ 16 00 | Seidlitz Mixture      | 43@ 50       |
| Almonds, Bitter,      |              | Soap, green           | 20@ 20       |
| artificial            | 7 00@ 7 20   | Soap mott castle      | 22 1/2@ 25   |
| Almonds, Sweet,       |              | Soap, white castle    | 25@ 25       |
| true                  | 1 75@ 2 00   | Soap, white castle    | 25@ 25       |
| Almonds, Sweet,       |              | Soap, white castle    | 25@ 25       |
| imitation             | 75@ 1 00     | Soap, white castle    | 25@ 25       |
| Amber, crude          | 3 50@ 3 75   | Soap, white castle    | 25@ 25       |
| Amber, rectified      | 4 00@ 4 25   | Soap, white castle    | 25@ 25       |
| Anise                 | 2 50@ 2 75   | Soap, white castle    | 25@ 25       |
| Bergamont             | 9 00@ 9 25   | Soap, white castle    | 25@ 25       |
| Cajuput               | 1 75@ 2 00   | Soap, white castle    | 25@ 25       |
| Cassia                | 4 50@ 4 75   | Soap, white castle    | 25@ 25       |
| Castor                | 2 60@ 2 80   | Soap, white castle    | 25@ 25       |
| Cedar Leaf            | 1 75@ 2 00   | Soap, white castle    | 25@ 25       |
| Citronella            | 80@ 1 20     | Soap, white castle    | 25@ 25       |
| Cloves                | 3 00@ 3 25   | Soap, white castle    | 25@ 25       |
| Cocanut               | 40@ 50       | Soap, white castle    | 25@ 25       |
| Cod Liver             | 5 60@ 5 75   | Soap, white castle    | 25@ 25       |
| Croton                | 2 00@ 2 25   | Soap, white castle    | 25@ 25       |
| <b>Potassium</b>      |              | Soap, white castle    | 25@ 25       |
| Bicarbonate           | 1 75@ 1 00   | Soap, white castle    | 25@ 25       |
| Bichromate            | 47 1/2@ 55   | Soap, white castle    | 25@ 25       |
| Bromide               | 70@ 75       | Soap, white castle    | 25@ 25       |
| Carbonate             | 1 00@ 1 10   | Soap, white castle    | 25@ 25       |
| Chlorate, gran'r      | 70@ 75       | Soap, white castle    | 25@ 25       |
| Chlorate, xtal or     |              | Soap, white castle    | 25@ 25       |
| powd.                 | 45@ 50       | Soap, white castle    | 25@ 25       |
| Cyanide               | 32 1/2@ 50   | Soap, white castle    | 25@ 25       |
| Iodide                | 4 29@ 4 36   | Soap, white castle    | 25@ 25       |
| Permanganate          | 1 50@ 1 75   | Soap, white castle    | 25@ 25       |
| Prussiate, yellow     | 1 20@ 1 30   | Soap, white castle    | 25@ 25       |
| Prussiate, red        | 2 00@ 2 50   | Soap, white castle    | 25@ 25       |
| Sulphate              | 85@ 85       | Soap, white castle    | 25@ 25       |
| <b>Roots</b>          |              | Soap, white castle    | 25@ 25       |
| Alkanet               | 4 50@ 4 75   | Soap, white castle    | 25@ 25       |
| Blood, powdered       | 1 10@ 1 20   | Soap, white castle    | 25@ 25       |
| Calamus               | 60@ 62 50    | Soap, white castle    | 25@ 25       |
| Blecampane, pld.      | 22@ 25       | Soap, white castle    | 25@ 25       |
| Gentian, powd.        | 25@ 30       | Soap, white castle    | 25@ 25       |
| Ginger, African,      |              | Soap, white castle    | 25@ 25       |
| powdered              | 25@ 30       | Soap, white castle    | 25@ 25       |
| Ginger, Jamaica       | 35@ 40       | Soap, white castle    | 25@ 25       |
| Ginger, Jamaica,      |              | Soap, white castle    | 25@ 25       |
| powdered              | 32@ 35       | Soap, white castle    | 25@ 25       |
| Goldenseal, pow.      | 8 00@ 8 20   | Soap, white castle    | 25@ 25       |
| Ipecac, powd.         | 5 00@ 5 50   | Soap, white castle    | 25@ 25       |
| Licorice              | 45@ 50       | Soap, white castle    | 25@ 25       |
| Licorice, powd.       | 40@ 50       | Soap, white castle    | 25@ 25       |
| Orris, powdered       | 40@ 45       | Soap, white castle    | 25@ 25       |
| Poke, powdered        | 20@ 25       | Soap, white castle    | 25@ 25       |
| Rhubarb               | 2@ 20        | Soap, white castle    | 25@ 25       |
| Rhubarb, powd.        | 2 00@ 2 25   | Soap, white castle    | 25@ 25       |
| Rosinweed, powd.      | 25@ 30       | Soap, white castle    | 25@ 25       |
| Sarsaparilla, Hond.   |              | Soap, white castle    | 25@ 25       |
| ground                | 1 25@ 1 40   | Soap, white castle    | 25@ 25       |
| Sarsaparilla Mexican, |              | Soap, white castle    | 25@ 25       |
| ground                | 75@ 80       | Soap, white castle    | 25@ 25       |
| Squills               | 35@ 40       | Soap, white castle    | 25@ 25       |
| Squills, powdered     | 60@ 70       | Soap, white castle    | 25@ 25       |
| Tumeric, powd.        | 25@ 30       | Soap, white castle    | 25@ 25       |
| Valerian, powd.       | 2@ 20        | Soap, white castle    | 25@ 25       |
| <b>Seeds</b>          |              | Soap, white castle    | 25@ 25       |
| Anise                 | 42@ 45       | Soap, white castle    | 25@ 25       |
| Anise, powdered       | 47@ 50       | Soap, white castle    | 25@ 25       |
| Bird, 1s              | 13@ 19       | Soap, white castle    | 25@ 25       |
| Canary                | 28@ 35       | Soap, white castle    | 25@ 25       |
| Caraway, Po.          | 80@ 80       | Soap, white castle    | 25@ 25       |
| Cardamon              | 1 80@ 2 00   | Soap, white castle    | 25@ 25       |
| Celery, powd.         | 85@ 80       | Soap, white castle    | 25@ 25       |
| Coriander powd.       | 22 1/2@ 25   | Soap, white castle    | 25@ 25       |
| Dill                  | 30@ 35       | Soap, white castle    | 25@ 25       |
| Fennel                | 1 00@ 1 20   | Soap, white castle    | 25@ 25       |
| Flax                  | 10@ 15       | Soap, white castle    | 25@ 25       |
| Flax, ground          | 10@ 15       | Soap, white castle    | 25@ 25       |
| Foenugreek pow.       | 22@ 30       | Soap, white castle    | 25@ 25       |
| Hemp                  | 11 1/4@ 15   | Soap, white castle    | 25@ 25       |
| Lobelia               | 70@ 75       | Soap, white castle    | 25@ 25       |
| Mustard, yellow       | 45@ 50       | Soap, white castle    | 25@ 25       |
| Mustard, black        | 30@ 35       | Soap, white castle    | 25@ 25       |
| Poppy                 | 1@ 10        | Soap, white castle    | 25@ 25       |
| Quince                | 1 50@ 1 75   | Soap, white castle    | 25@ 25       |
| Rape                  | 15@ 20       | Soap, white castle    | 25@ 25       |
| Sabadilla             | 30@ 35       | Soap, white castle    | 25@ 25       |
| Sabadilla, powd.      | 30@ 35       | Soap, white castle    | 25@ 25       |
| Sunflower             | 22@ 30       | Soap, white castle    | 25@ 25       |
| Worm American         | 35@ 35       | Soap, white castle    | 25@ 25       |
| Worm Levant           | 1 65@ 1 75   | Soap, white castle    | 25@ 25       |
| <b>Tinctures</b>      |              | Soap, white castle    | 25@ 25       |
| Aconite               | 1@ 70        | Soap, white castle    | 25@ 25       |
| Aloes                 | 1@ 20        | Soap, white castle    | 25@ 25       |
| Arnica                | 1@ 60        | Soap, white castle    | 25@ 25       |
| Asafoetida            | 3@ 30        | Soap, white castle    | 25@ 25       |
| Belladonna            | 1@ 40        | Soap, white castle    | 25@ 25       |
| Benzoin               | 1@ 180       | Soap, white castle    | 25@ 25       |
| Benzoin Compo'd       | 3@ 30        | Soap, white castle    | 25@ 25       |
| Buchu                 | 2@ 70        | Soap, white castle    | 25@ 25       |
| Cantharides           | 2@ 90        | Soap, white castle    | 25@ 25       |



# GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

| ADVANCED                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | DECLINED                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
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| <b>Hides</b><br>Wool<br>Lard<br>Barley<br>Rolled Oats<br>Some Soaps                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>Paper</b><br>Corn<br>Hominy<br>Lobster<br>Mackerel<br>Mustard<br>Soused, 1 lb.<br>Soused, 2 lb.<br>Mushrooms<br>Buttons, 1 lb.<br>Buttons, 1 lb.<br>Hotels, 1 lb.<br>Plums<br>Pears in Syrup<br>No. 2 can per doz.<br>Peas<br>Marrowfat<br>Early June<br>Early June siftd<br>Peaches<br>Pineapple<br>Sliced No. 2 Extra<br>Pumpkin<br>Good<br>Fancy<br>No. 10<br>No. 2, Black Syrup<br>No. 10, Black<br>No. 2, Red Preserved<br>No. 10, Red, Water<br>Salmon<br>Warrens, 1 lb. Tall<br>Warrens, 1 lb. Flat<br>Red Alaska<br>Med. Red Alaska<br>Pink Alaska<br>Sardines<br>Domestic, 1/2<br>Domestic, 1/2<br>Domestic, 1/2<br>Portuguese, 1/2<br>Sauer Kraut<br>No. 3, cans<br>No. 10, cans<br>Shrimps<br>Dunbar, 1 lb. doz.<br>Dunbar, 1 1/2 lb. doz.<br>Strawberries<br>Standard<br>Fancy<br>Tomatoes<br>No. 2<br>No. 3<br>No. 10<br>CATSUP<br>CATSUP<br>Snider's, 8 oz.<br>Snider's, 16 oz.<br>Nedro, 10 1/2 oz.<br>CHEESE<br>Peerless<br>Brick<br>CHEWING GUM<br>Adams Black Jack<br>Beeman's Pepsin<br>Beechnut<br>Doublemint<br>Flag Spruce<br>Juicy Fruit<br>Spearmint, Wrigleys<br>Yucatan<br>Zeno<br>CHOCOLATE<br>Walter Baker & Co.<br>German's Sweet<br>Premium<br>Caracis<br>Walter M. Lowmeyer Co.<br>Premium, 1/2<br>Premium, 1/2<br>CIGARS<br>Peter Dornbos Brands<br>Dornbos Single Bndr.<br>Dornbos Perfecto<br>Van Dam, 50<br>Van Dam, 50<br>Van Dam, 50<br>Van Dam, 70<br>Van Dam, 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <b>AMMONIA</b><br>Arctic Brand<br>12 oz. 16c, 2 doz. box<br>16 oz. 25c, 1 doz. box<br>32 oz., 40c, 1 doz. box<br><b>AXLE GREASE</b><br>Mica, 25 lb. pail<br><b>BAKED BEANS</b><br>Campbell, No. 2<br>Daggett, No. 2<br>Fremont, No. 2<br><b>BAKED GOODS</b><br>Loose-Wiles Brands<br>Krispy Crackers<br>L. W. Soda Crackers<br>L. W. Butter Crackers<br>Graham Crackers<br>Fig Sni Bar<br>L. W. Ginger Snaps<br>Honey Girl Plain<br>Honey Girl Iced<br>Coconut Taffy<br>Vanilla Wafer<br>Subject to quantity discount.<br><b>BATH BRICK</b><br>English<br><b>BLUING</b><br>Jennings<br>Condensed Pearl Bluing<br>Small, 3 doz. box<br>Large, 2 doz. box<br><b>BREAKFAST FOODS</b><br>Cracked Wheat, 24-2<br>Cream of Wheat<br>Pillsbury's Best Cer'l<br>Quaker Puffed Rice<br>Quaker Puffed Wheat<br>Quaker Brkfst Biscuit<br>Quaker Corn Flakes<br>Ralston Purina<br>Ralston Branzen<br>Ralston Food, large<br>Ralston Food, small<br>Saxon Wheat Food<br>Shred Wheat Biscuit<br>Triecuit, 18<br>Kellogg's Brands<br>Toasted Corn Flakes<br>Toasted Corn Flakes<br>Individual<br>Krumbles<br>Krumbles, Indv.<br>Biscuit<br>Drinket<br>Peanut Butter<br>Bran<br><b>BROOMS</b><br>Fancy Parlor, 25 lb.<br>Parlor, 5 String, 25 lb.<br>Standard Parlor, 23 lb.<br>Common, 23 lb.<br>Special, 23 lb.<br>Warehouse, 23 lb.<br><b>BRUSHES</b><br>Scrub<br>Solid Back, 8 in.<br>Solid Back, 11 in.<br>Pointed Ends<br><b>Steve</b><br>No. 3<br>No. 1<br>No. 1<br>No. 1<br><b>Shoe</b><br>No. 1<br>No. 2<br>No. 3<br>No. 4<br><b>BUTTER COLOR</b><br>Dandelion, 25c size<br><b>CANDLES</b><br>Paraffine, 6s<br>Paraffine, 12s<br>Wicking<br><b>CANNED GOODS</b><br>Apples<br>3 lb. Standards<br>No. 10<br><b>Blackberries</b><br>2 lb.<br>Standard No. 10<br><b>Beans</b><br>Baked<br>Red Kidney<br>String<br>Wax<br><b>Blueberries</b><br>Standard<br>No. 10<br><b>Ciam Soufflen</b><br>Burnham's 1/2 pt.<br>Burnham's pta.<br>Burnham's qts. | National Grocer Co. Brands<br>Antonella Cigars, 50<br>foil<br>Antonella Cigars, 100<br>foil<br>Antonella Cigars, 25<br>tins<br>El Rajah, Diplomat-<br>icas, 100s<br>El Rajah, corona, 50<br>per 100<br>El Rajah, Epicure, 50<br>per 100<br>El Rajah, Epicure, 25,<br>per 100<br>El Rajah, Ark, 50,<br>per 100<br>El Rajah, President,<br>50, per 100<br>Gdin, Monarch, 50,<br>wood, per 100<br>Odin, Monarch, 25 tin<br>Mungo Park, 2500 lots<br>Mungo Park, 1000 lots<br>Mungo Park, 500 lots<br>Mungo Park, less than<br>500<br>Mungo Park, 25 wood<br>Johnson Cigar Co. Brands.<br>Dutch Masters Snyder<br>Dutch Masters Club<br>Dutch Masters Banq<br>Dutch Masters Invle<br>Dutch Masters Pan<br>Dutch Masters Spec<br>El Portana<br>Gee Jay<br>Dutch Masters Six<br>Dutch Masters Baby<br>Grand<br>Little Dutch Masters<br>S. C. W. (new size)<br>Dutch Masters Seconds<br>(new size)<br>Worden Grocer Co. Brands<br>First National<br>Worden's Hand Made<br>Partello<br>Qualex<br>Hemeter Champion<br>Court Royal<br>Boston Straight<br>Trans Michigan<br>Kuppenheimer, No. 2<br>Royal Major<br>La Valla Rosa Kids<br>La Valla Rosa Blunt<br>B. La<br>Valla Grande<br><b>CLOTHES LINE</b><br>No. 40 Twisted Cotton<br>No. 50 Twisted Cotton<br>No. 60 Twisted Cotton<br>No. 80 Twisted Cotton<br>No. 10 Twisted Cotton<br>No. 50 Braided Cotton<br>No. 60 Braided Cotton<br>No. 80 Braided Cotton<br>No. 50 Bash Cord<br>No. 60 Bash Cord<br>No. 60 Jute<br>No. 73 Jute<br>No. 60 Sisal<br><b>Galvanized Wire</b><br>No. 20, each 100ft. long<br>No. 19, each 100ft. long<br>No. 18, each 100ft. long<br>No. 17, each 100ft. long<br><b>COCOA</b><br>Baker's<br>Bunte, 10c size<br>Bunte, 1/2 lb.<br>Bunte, 1 lb.<br>Cleveland<br>Colonial, 1/2<br>Colonial, 1/2<br>Epps<br>Hershey's 1/2<br>Hershey's 1/2<br>Huyler<br>Lowmeyer, 1/2<br>Lowmeyer, 1/2<br>Lowmeyer, 1/2<br>Lowmeyer, 1/2<br>Lowmeyer, 1/2<br>Van Houten, 1/2<br>Van Houten, 1/2<br>Van Houten, 1/2<br>Van Houten, 1/2<br>Webber<br>Wilbur, 1/2 |

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| <b>COCOANUT</b><br>1/2s, 5 lb. case<br>1/2s, 5 lb. case<br>1/2s, 15 lb. case<br>1/2s, 15 lb. case<br>1/2s, 15 lb. case<br>Bulk, pails<br>Bulk, barrels<br>70 8c pkgs., per case<br>70 4 oz. pkgs., per case<br>Bakers Canned, doz. | <b>COFFEES ROASTED</b><br>Rio<br>Common<br>Fair<br>Choice<br>Fancy<br>Santos<br>Common<br>Fair<br>Choice<br>Fancy<br>Maracaibo<br>Fair<br>Choice<br>Mexican<br>Choice<br>Fancy<br>Guatemala<br>Fair<br>Fancy<br>Java<br>Private Growth<br>Mandling<br>Ankola<br>San Salvador<br>Good<br>Mocha<br>Short Bean<br>Long Bean<br>Bogota<br>Fair<br>Fancy<br>Package Coffee<br>New York Basis<br>Arbuckle<br>McLaughlin's XXXX<br>McLaughlin's XXXX pack-<br>age coffee is sold to retail-<br>ers only. Mail all orders<br>direct to W. F. McLaugh-<br>lin & Co., Chicago.<br><b>Extracts</b><br>Holland, 1/2 gross bxs.<br>Felix, 1/2 gross<br>Hummel's foil, 1/2 gro.<br>Hummel's tin, 1/2 gro.<br><b>CONDENSED MILK</b><br>Carnation, Tall, 4 doz.<br>Carnation, Baby, 8 doz.<br>Pet, Tall<br>Pet, Baby<br>Van Camp, Tall<br>Van Camp, Baby<br><b>MILK COMPOUND</b><br>Hebe, Tall, 6 doz.<br>Hebe, Baby, 8 doz.<br><b>CONFECTIONERY</b><br>Stick Candy<br>Horehound<br>Standard<br>Jumbo<br>Mixed Candy<br>Broken<br>Cut Leaf<br>Grocers<br>Kindergarten<br>Leader<br>Novelty<br>Premio Creams<br>Royal<br>X L O<br><b>Specialties</b><br>Auto Kisses (baskets)<br>Bonnie Butter Bites<br>Butter Cream Corn<br>Caramel Bon Bons<br>Caramel Croquettes<br>Coconut Waffles<br>Coffy Toffy<br>Fudge, Walnut Maple<br>Fudge, Walnut Choc.<br>Fudge, Choc. Peanut<br>Champion Gum Drops<br>Raspberry Gum Drops<br>Iced Orange Jellies<br>Italian Bon Bons<br>AA Licorice Drops<br>5 lb. box<br>Lozenges, Pep.<br>Lozenges, Pink<br>Manichus<br>Molasses Kisses<br>Baskets<br>Nut Butter Puffs | <b>Chocolates</b><br>Assorted Choc.<br>Amazon Caramels<br>Champion<br>Choc. Chips, Eureka<br>Klondike Chocolates<br>Nabobs<br>Nibble Sticks, box<br>Nut Wafers<br>Ocoro Choc. Caramels<br>Peanut Clusters<br>Quintette<br>Regina<br><b>Pop Corn Goods</b><br>Cracker-Jack Prize<br>Checkers Prize<br><b>Cough Drops</b><br>Putnam Menthol<br>Smith Bros.<br><b>COOKING COMPOUNDS</b><br>Crisco<br>36 1 lb. cans<br>24 1 1/2 lb. cans<br>6 6 lb. cans<br>4 9 lb. cans<br>Mazola<br>Pints, tin, 2 doz.<br>Quarts, tin, 1 doz.<br>1/2 gal. tins, 1 doz.<br>Gal. tins, 1/2 doz.<br>5 Gal. tins, 1-6 doz.<br><b>CREAM TARTAR</b><br>Barrels or Drums<br>Boxes<br><b>DRIED FRUITS</b><br>Apples<br>Evap'd, Choice, blk.<br>Evap'd Fancy blk.<br>Apricots<br>California<br>Citron<br>California<br>Currants<br>Imported, 1 lb. pkg.<br>Imported, bulk<br>Peaches<br>Muirs—Choice, 25 lb.<br>Muirs—Fancy, 25 lb.<br>Fancy, 48 11 oz. pkgs.<br>Peel<br>Lemon, American<br>Orange, American<br>Raisins<br>Cluster, 20 cartons<br>Loose Muscatels, 4 Cr.<br>Loose Muscatels, 3 Cr.<br>L. M. Seeded 1 lb.<br>California Prunes<br>90-100 25 lb. boxes<br>80-90 25 lb. boxes<br>70-80 25 lb. boxes<br>60-70 25 lb. boxes<br>50-60 25 lb. boxes<br>40-50 25 lb. boxes<br>30-40 25 lb. boxes<br><b>FARINACEOUS GOODS</b><br>Beans<br>California Limas<br>Med. Hand Picked<br>Brown, Holland<br><b>Farina</b><br>25 1 lb. packages<br>Bulk, per 100 lbs.<br><b>Original Holland Rusk</b><br>Packed 12 rolls to container<br>3 containers (36) rolls<br><b>Hominy</b><br>Pearl, 100 lb. sack<br><b>Macaroni</b><br>Domestic, 10 lb. box<br>Domestic, broken bbla.<br>Skinner's 2 1/2s, case<br><b>Pearl Barley</b><br>Chester<br>Portage<br><b>Peas</b><br>Green, Wisconsin, lb.<br>Split, lb.<br><b>Sago</b><br>East India<br>German, sacks<br>German, broken pkg.<br><b>Tapioca</b><br>Flake, 100 lb. sacks<br>Pearl, 100 lb. sacks<br>Minute, Substitute, 8<br>oz., 3 doz.<br><b>FISHING TACKLE</b><br>Cotton Lines<br>No. 2, 15 feet<br>No. 3, 15 feet<br>No. 4, 15 feet<br>No. 5, 15 feet<br>No. 6, 15 feet<br>Linen Lines<br>Small, per 100 yards<br>Medium, per 100 yards<br>Large, per 100 yards<br><b>Floats</b><br>No. 1 1/2, per gross<br>No. 2, per gross<br>No. 2 1/2, per gross | <b>Hooks—Kirby</b><br>Size 1-12, per 1,000<br>Size 1-0, per 1,000<br>Size 2-0, per 1,000<br>Size 3-0, per 1,000<br>Size 4-0, per 1,000<br>Size 5-0, per 1,000<br><b>Sinkers</b><br>No. 1, per gross<br>No. 2, per gross<br>No. 3, per gross<br>No. 4, per gross<br>No. 5, per gross<br>No. 6, per gross<br>No. 7, per gross<br>No. 8, per gross<br>No. 9, per gross<br><b>FLAVORING EXTRACTS</b><br>Jennings D C Brand<br>Pure Vanilla<br>Terpenes<br>Pure Lemon<br>Per Doz.<br>7 Dram 15 Cent<br>1 1/2 Ounce 20 Cent<br>2 Ounce, 25 Cent<br>2 1/2 Ounce 25 Cent<br>4 Ounce 45 Cent<br>4 Ounce 55 Cent<br>8 Ounce 90 Cent<br>7 Dram Assorted<br>1 1/2 Ounce Assorted<br><b>Moore's D U Brand</b><br>Per Doz.<br>1 oz. Vanilla 15 Cent<br>1 1/2 oz. Vanilla 25 Cent<br>3 oz. Vanilla 35 Cent<br>1 oz. Lemon 15 Cent<br>1 1/2 oz. Lemon 25 Cent<br>3 oz. Lemon 35 Cent<br><b>Valley City Milling Co.</b><br>Lily White<br>Graham 25 lb. per cwt.<br>Rowena Bolted Meal<br>25 lbs., per cwt.<br>Golden Granulated Meal<br>25 lbs., per cwt.<br>Rowena Pancake 5 lb.<br>per cwt.<br>Rowena Buckwheat<br>Compound<br>Rowena Corn Flour<br><b>Watson Higgins Milling</b><br>Co.<br>New Perfection, 1/2s<br><b>Worden Grocer Co.</b><br>Quaker, 1/2s paper<br><b>Kansas Hard Wheat</b><br>Worden Grocer Co.<br>American Eagle, 1/2s<br>American Eagle, 1/2s<br>American Eagle, 1/2s<br><b>Spring Wheat</b><br>Worden Grocer Co.<br>Fancy Patent<br>Wingold, 1/2s Paper<br>Wingold, 1/2s Paper<br>Wingold, 1/2s Cotton<br><b>Meal</b><br>Bolted<br>Golden Granulated<br><b>Wheat</b><br>Red<br>White<br><b>Oats</b><br>Michigan Carlots<br>Less than carlots<br><b>Corn</b><br>Carlots<br>Less than carlots<br><b>Hay</b><br>Carlots<br>Less than carlots<br><b>Feed</b><br>Street Car Feed<br>No. Corn & Oat Fd.<br>Cracked Corn<br>Coarse Corn Meal<br><b>FRUIT JARS</b><br>Mason, pts., per gro.<br>Mason, qts., per gro.<br>Mason, 1/2 gal. per gr.<br>Mason, can tops, gr.<br><b>GELATINE</b><br>Cox's, 1 doz. large<br>Cox's, 1 doz. small<br>Knox's Sparkling, doz.<br>Knox's Acidu'd, doz.<br>Minute, 1 doz.<br>Minute, 3 doz.<br>Nelson's<br>Oxford<br>Plymouth Rock, Plain<br>Plymouth Rock, Flavored<br>Waukesha<br><b>HERBS</b><br>Sage<br>Hops<br>Laurel Leaves<br>Sanna Leaves |
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## HIDES AND PELTS

|                        |        |
|------------------------|--------|
| Green, No. 1           | 23     |
| Green, No. 2           | 27     |
| Cured, No. 1           | 31     |
| Cured, No. 2           | 30     |
| Calfskin, green, No. 1 | 55     |
| Calfskin, green, No. 2 | 53 1/2 |
| Calfskin, cured, No. 1 | 58 1/2 |
| Calfskin, cured, No. 2 | 57 1/2 |
| Horse, No. 1           | 11 00  |
| Horse, No. 2           | 10 00  |

|            |         |
|------------|---------|
| Old Wool   | 75@2 00 |
| Lambs      | 50@1 00 |
| Shearlings | 50@1 00 |

|              |     |
|--------------|-----|
| Prime Tallow | @09 |
| No. 1        | @08 |
| No. 2        | @07 |

|                |     |
|----------------|-----|
| Unwashed, med. | @52 |
| Unwashed, fine | @46 |

|                       |      |
|-----------------------|------|
| A. G. Woodman's Brand |      |
| Tumbler, per doz.     | 2 00 |
| 16 oz., per doz.      | 4 10 |

|              |    |
|--------------|----|
| HORSE RADISH |    |
| Per doz.     | 90 |

|                         |      |
|-------------------------|------|
| JELLY                   |      |
| 10lb. Kanakin, per pall | 1 40 |
| 30lb. pails, per pall   | 2 60 |

|                         |      |
|-------------------------|------|
| JELL-O                  |      |
| Assorted Case, 3 doz.   | 3 40 |
| Lemon, 3 doz.           | 3 40 |
| Orange, 3 doz.          | 3 40 |
| Raspberry, 3 doz.       | 3 40 |
| Strawberry, 3 doz.      | 3 40 |
| Cherry, 3 doz.          | 3 40 |
| Chocolate, 3 doz.       | 3 40 |
| Weight 11 lbs. to case  |      |
| Freight rate, 3d class. |      |

|                         |      |
|-------------------------|------|
| Jell-O Ice Cream Powder |      |
| Assorted Case, 3 doz.   | 3 40 |
| Chocolate, 3 doz.       | 3 40 |
| Vanilla, 3 doz.         | 3 40 |
| Strawberry, 3 doz.      | 3 40 |
| Lemon, 3 doz.           | 3 40 |
| Unflavored, 3 doz.      | 3 40 |
| Weight 15 lbs. to case  |      |
| Freight rate, 3d class. |      |

|                       |    |
|-----------------------|----|
| JELLY GLASSES         |    |
| 8 oz. capped in bbls. |    |
| per doz.              | 40 |

|                          |       |
|--------------------------|-------|
| MAPLEINE                 |       |
| 2 oz. bottles, per doz.  | 3 00  |
| 1 oz. bottles, per doz.  | 1 75  |
| 16 oz. bottles, per doz. | 16 50 |
| 32 oz. bottles, per doz. | 30 00 |

|            |      |
|------------|------|
| MINCE MEAT |      |
| Per case   | 4 15 |

|                   |    |
|-------------------|----|
| MOLASSES          |    |
| New Orleans       |    |
| Fancy Open Kettle | 68 |
| Choice            | 58 |
| Good              |    |
| Stock             |    |

|                        |      |
|------------------------|------|
| Half barrels 5c extra  |      |
| Red Hen, No. 2         | 2 75 |
| Red Hen, No. 2 1/2     | 3 35 |
| Red Hen, No. 5         | 3 25 |
| Red Hen, No. 10        | 3 15 |
| Uncle Ben, No. 2       | 2 75 |
| Uncle Ben, No. 2 1/2   | 3 35 |
| Uncle Ben, No. 5       | 3 25 |
| Uncle Ben, No. 10      | 3 15 |
| Ginger Cake, No. 2     | 3 10 |
| Ginger Cake, No. 2 1/2 | 4 00 |
| Ginger Cake, No. 5     | 3 90 |
| O. & L. Open Kettle    |      |
| No. 2 1/2              | 5 60 |

|                   |    |
|-------------------|----|
| MUSTARD           |    |
| 1/2 lb. 6 lb. box | 20 |

|                          |    |
|--------------------------|----|
| NUTS—Whole               |    |
| Almonds, Terragona       | 30 |
| Brazils, large washed    |    |
| Fancy Mixed              |    |
| Filberts, Barcelona      | 22 |
| Peanuts, Virginia        | 13 |
| Peanuts, Virginia        |    |
| Roasted                  | 15 |
| Peanuts, Spanish         | 15 |
| Walnuts California 36@37 |    |
| Walnuts, French          |    |

|                  |        |
|------------------|--------|
| Shelled          |        |
| Almonds          | 55     |
| Peanuts, Spanish |        |
| 10 lb. box       | 1 85   |
| Peanuts, Spanish |        |
| 10 lb. bbl.      | 16 1/2 |
| Peanuts, Spanish |        |
| 200 lb. bbl.     | 16     |
| Pecans           | 1 50   |
| Walnuts          | 90     |

|                        |      |
|------------------------|------|
| PETROLEUM PRODUCTS     |      |
| Iron Barrels           |      |
| Perfection             | 12 7 |
| Red Crown Gasoline     | 23 7 |
| Gas Machine Gasoline   | 44 2 |
| V. M. & P. Naphtha     | 23 7 |
| Capitol Cylinder, Iron |      |
| Bbls.                  | 39 8 |
| Atlantic Red Engine    |      |
| Iron Bbls.             | 24 8 |
| Winter Black, Iron     |      |
| Bbls.                  | 14 3 |
| Polarine, Iron Bbls.   | 44 8 |

|                       |       |
|-----------------------|-------|
| PICKLES               |       |
| Medium                |       |
| Barrels, 1,200 count  | 12 00 |
| Half bbls., 600 count | 6 50  |
| 5 gallon kegs         | 2 90  |

|               |       |
|---------------|-------|
| Small         |       |
| Barrels       | 14 00 |
| Half barrels  | 7 50  |
| 5 gallon kegs | 2 80  |

|               |       |
|---------------|-------|
| Gherkins      |       |
| Barrels       | 25 00 |
| Half barrels  | 13 00 |
| 5 gallon kegs | 4 50  |

|               |       |
|---------------|-------|
| Sweet Small   |       |
| Barrels       | 23 00 |
| 5 gallon kegs | 5 00  |
| Half barrels  | 14 50 |

|                        |      |
|------------------------|------|
| PIPES                  |      |
| Clay, No. 216, per box |      |
| Clay, T. D. full count |      |
| Cob, 3 doz. in box     | 1 25 |

|                  |      |
|------------------|------|
| PLAYING CARDS    |      |
| No. 90 Steamboat | 2 25 |
| No. 808, Bicycle | 3 50 |
| Pennant          | 3 25 |

|                   |      |
|-------------------|------|
| POTASH            |      |
| Babbitt's, 2 doz. | 2 75 |

|                |             |
|----------------|-------------|
| PROVISIONS     |             |
| Barreled Pork  |             |
| Clear Back     | 54 00@56 00 |
| Short Cut Clr. | 51 00@52 00 |
| Brisket, Clear | 55 00@56 00 |
| Pig            |             |
| Clear Family   | 48 00       |

|                |             |
|----------------|-------------|
| Dry Salt Meats |             |
| S P Bellies    | 32 00@34 00 |

|                             |             |
|-----------------------------|-------------|
| Lard                        |             |
| Pure in tierces 36 1/2@37   |             |
| Compound Lard 26 1/2@26 1/2 |             |
| 80 lb. tubs                 | advance 1/2 |
| 60 lb. tubs                 | advance 1/2 |
| 50 lb. tubs                 | advance 1/2 |
| 20 lb. pails                | advance 1/2 |
| 10 lb. pails                | advance 1/2 |
| 5 lb. pails                 | advance 1   |
| 3 lb. pails                 | advance 1   |

|                  |           |
|------------------|-----------|
| Smoked Meats     |           |
| Hams, 14-16 lb.  | 35 @36    |
| Hams, 16-18 lb.  | 34 1/2@35 |
| Hams, 18-20 lb.  | 33 @34    |
| Hams, dried beef |           |
| sets             | 41 @42    |
| California Hams  | 26 @27    |
| Picnic Boiled    |           |
| Hams             | 35 @40    |
| Boiled Hams      | 51 @52    |
| Mixed Hams       | 22 @23    |
| Bacon            | 39 @43    |

|            |        |
|------------|--------|
| Sausages   |        |
| Bologna    | 13     |
| Liver      | 12     |
| Frankfort  | 19     |
| Pork       | 14 @15 |
| Veal       | 11     |
| Tongue     | 11     |
| Headcheese | 14     |

|           |             |
|-----------|-------------|
| Beef      |             |
| Boneless  | 25 00@27 00 |
| Rump, new | 30 00@31 00 |

|                    |       |
|--------------------|-------|
| Pig's Feet         |       |
| 1/2 bbls.          | 1 75  |
| 3/4 bbls., 40 lbs. | 3 40  |
| 1/2 bbls.          | 3 00  |
| 1 bbl.             | 16 00 |

|                    |      |
|--------------------|------|
| Tripe              |      |
| Kits, 15 lbs.      | 90   |
| 1/2 bbls., 40 lbs. | 1 60 |
| 3/4 bbls., 80 lbs. | 3 00 |

|                    |           |
|--------------------|-----------|
| Casings            |           |
| Hogs, per lb.      | 50 @55    |
| Beef, round set    | 19 @20    |
| Beef, middles, set | 45 @55    |
| Sheep              | 1 15@1 35 |

|                         |        |
|-------------------------|--------|
| Uncolored Oleomargarine |        |
| Solid Dairy             | 23 @23 |
| Country Rolls           | 30 @31 |

|                             |        |
|-----------------------------|--------|
| Canned Meats                |        |
| Red Crown Brand             |        |
| Corned Beef                 | 5 00   |
| Roast Beef                  | 4 75   |
| Roast Mutton                | 4 20   |
| Veal Loaf                   | 1 40   |
| Vienna Style Sausage        | 1 40   |
| Sausage Meat                | 3 65   |
| Potted Meat                 | 57 1/2 |
| Deviled Meat                | 57 1/2 |
| German Deviled Ham          | 3 00   |
| Hamburg Steak and           |        |
| Onions                      | 1 70   |
| Corned Beef Hash            | 1 70   |
| Cooked Brains               | 3 10   |
| Cooked Lunch Tongues        | 3 35   |
| Cooked Ox Tongues           | 15 55  |
| Chili Con Carne             | 1 80   |
| Sliced Bacon, medium        | 3 35   |
| Sliced Bacon, large         | 5 55   |
| Sliced Beef, 2 1/2 oz.      | 1 80   |
| Sliced Beef, 3 1/2 oz.      | 2 25   |
| Sliced Beef, 5 oz.          | 3 00   |
| Sliced Beef, 7 oz.          | 3 90   |
| Sliced Beef, tin, 3 1/2 oz. | 2 25   |
| Sliced Beef, tin, 7 oz.     | 3 90   |

|           |              |
|-----------|--------------|
| RICE      |              |
| Fancy     | @10 1/2      |
| Blue Rose | 9 1/2 @9 1/2 |
| Broken    |              |

|                         |      |
|-------------------------|------|
| ROLLED OATS             |      |
| Monarch, bbls.          | 8 20 |
| Rolls Avena, bbls.      | 8 50 |
| Steel Cut, 100 lb. sks. | 5 00 |
| Monarch, 90 lb. sacks   | 4 10 |
| Quaker, 18 Regular      | 1 80 |
| Quaker, 20 Family       | 4 80 |

## SALAD DRESSING

|                         |      |
|-------------------------|------|
| Columbia, 1/2 pint      | 2 25 |
| Columbia, 1 pint        | 4 00 |
| Durkee's large, 1 doz.  | 5 25 |
| Durkee's med., 2 doz.   | 5 80 |
| Durkee's Picnic, 2 doz. | 2 75 |
| Snider's, large, 1 doz. | 2 40 |
| Snider's, small, 2 doz. | 1 45 |

## SALERATUS

|                       |      |
|-----------------------|------|
| Packed 40 lbs. in box |      |
| Arm and Hammer        | 3 25 |
| Wyandotte, 100 1/2    | 3 00 |

## SAL SODA

|                          |      |
|--------------------------|------|
| Granulated, bbls.        | 1 95 |
| Granulated, 100 lbs. cs. | 2 10 |
| Granulated, 363 pkgs.    | 2 25 |

## SALT

|                  |      |
|------------------|------|
| Solar Rock       |      |
| 56 lb. sacks     | 52   |
| Common           |      |
| Granulated, Fine | 2 10 |
| Medium, Fine     | 2 20 |

## SALT FISH

|                  |         |
|------------------|---------|
| Cod              |         |
| Large, whole     | @14 1/2 |
| Small, whole     | @14     |
| Strips or bricks | @20 @23 |
| Pollock          | @14     |

## Holland Herring

|                  |  |
|------------------|--|
| Standards, bbls. |  |
| Y. M. bbls.      |  |
| Standard, kegs   |  |
| Y. M. kegs       |  |

## Herring

|                       |    |
|-----------------------|----|
| Full Fat Herring, 350 |    |
| to 400 count          |    |
| Spiced, 8 lb. pails   | 95 |

## Trout

|                 |  |
|-----------------|--|
| No. 1, 100 lbs. |  |
| No. 1, 40 lbs.  |  |
| No. 1, 10 lbs.  |  |
| No. 1, 5 lbs.   |  |

## Lake Herring

|        |  |
|--------|--|
| 8 lbs. |  |
|--------|--|

## SEEDS

|                   |        |
|-------------------|--------|
| Anise             | 45     |
| Canary, Smyrna    | 20     |
| Caraway           | 35     |
| Cardamon, Malabar | 1 30   |
| Celery            | 65     |
| Hemp, Russian     | 12     |
| Mixed Bird        | 12 1/2 |
| Mustard, white    | 40     |
| Poppy             | 30     |
| Rape              | 15     |

## SHOE BLACKING

|                        |      |
|------------------------|------|
| Handy Box, large 3 ds. | 3 50 |
| Handy Box, small       | 1 25 |
| Bixby's Royal Polish   | 1 20 |
| Miller's Crown Polish  | 90   |

## SNUFF

|                             |    |
|-----------------------------|----|
| Swedish Rapee, 10c 8 for 64 |    |
| Swedish Rapee, 1 lb. glass  | 60 |
| Norkoping, 10c 8 for 64     |    |
| Norkoping, 1 lb. glass      | 60 |
| Copenhagen, 10c 8 for 64    |    |
| Copenhagen, 1 lb. glass     | 60 |

## SOAP

|                           |      |
|---------------------------|------|
| James S. Kirk & Company   |      |
| American Family, 100 6 35 |      |
| Jap Rose, 50 cakes        | 4 00 |
| Kirk's White Flake        | 5 65 |

## Lautz Bros. &amp; Co.

|                       |      |
|-----------------------|------|
| Acme, 100 cakes       | 5 00 |
| Big Master 100 blocks | 6 00 |
| Climax, 100s and 120s | 5 00 |
| Queen White, 100 cks. | 5 00 |
| Oak Leaf, 100 cakes   | 5 00 |
| Queen Anne, 100 cakes | 5 00 |
| Lautz Naphtha, 100s   | 5 00 |

## Proctor &amp; Gamble Co.

|               |       |
|---------------|-------|
| Lenox         | 5 10  |
| Ivory, 6 oz.  | 6 50  |
| Ivory, 10 oz. | 10 80 |
| Star          | 5 15  |

## Swift &amp; Company

|                           |       |
|---------------------------|-------|
| Swift's Pride, 100, 8 oz. | 5 50  |
| White Laundry, 100 8      |       |
| oz.                       | 5 65  |
| Wool, 24 bars, 6 oz.      | 1 40  |
| Wool, 100 bars, 6 oz.     | 6 00  |
| Wool, 100 bars, 10 oz.    | 10 00 |
| Classic, 100 bars, 8 oz.  | 5 25  |

## Tradesman Company

|                       |      |
|-----------------------|------|
| Black Hawk, one box   | 3 75 |
| Black Hawk, five bxs. | 3 70 |
| Black Hawk, ten bxs.  | 3 65 |

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

## Scouring Powders

|                         |      |
|-------------------------|------|
| Sapallo, gross lots     | 9 50 |
| Sapallo, half gro. lots | 4 85 |
| Sapallo, single boxes   | 2 40 |
| Sapallo, hand           | 2 40 |
| Queen Anne, 30 cans     | 1 80 |
| Queen Anne, 60 cans     | 3 60 |
| Snow Maid, 30 cans      | 1 80 |
| Snow Maid, 60 cans      | 3 60 |

## Washing Powders

|                     |      |
|---------------------|------|
| Snow Boy, 100 pkgs. | 3 75 |
| Snow Boy, 60 pkgs.  | 3 00 |
| Snow Boy, 24 pkgs.  | 4 75 |
| Snow Boy, 20 pkgs.  | 5 15 |

## Soap Powders

|                      |      |
|----------------------|------|
| Johnson's Fine, 48 2 | 5 75 |
| Johnson's XXX 100    | 5 75 |
| Rub-No-More          | 5 00 |
| Nine O'Clock         | 4 25 |
| Lautz Naphtha, 60s   | 3 45 |

|                                  |      |
|----------------------------------|------|
| Oak Leaf Soap Powder, 24 pkgs.   | 4 75 |
| Oak Leaf Soap Powder, 100 pkgs.  | 5 00 |
| Queen Anne Soap Powder, 60 pkgs. | 2 90 |
| Old Dutch Cleanser, 100s         | 4 00 |

## SODA

|               |       |
|---------------|-------|
| Bi Carb. Kegs | 3 1/4 |
|---------------|-------|

## SPICES

|                      |     |
|----------------------|-----|
| Whole Spices         |     |
| Allspice, Jamaica    | @12 |
| Allspice, lg. Garden | @11 |
| Cloves, Zanzibar     | @42 |
| Cassia, Canton       | @30 |
| Cassia, 5c pkg. doz. | @35 |
| Ginger, African      | @15 |
| Ginger, Cochin       | @30 |
| Mace, Penang         | @30 |
| Mixed, No. 1         | @17 |
| Mixed, No. 2         | @16 |
| Mixed, 5c pkgs. dz.  | @45 |
| Nutmegs, 70-8        | @50 |
| Nutmegs, 105-110     | @45 |
| Pepper, Black        | @27 |
| Pepper, White        | @40 |
| Pepper, Cayenne      | @23 |
| Paprika, Hungarian   | @45 |

|                     |        |
|---------------------|--------|
| Pure Ground in Bulk |        |
| Allspice, Jamaica   | @16    |
| Cloves, Zanzibar    | @50    |
| Cassia, Canton      | @32    |
| Ginger, African     | @25    |
| Mace, Penang        | @31 00 |
| Nutmegs             | @45    |
| Pepper, Black       | @28    |
| Pepper, White       | @52    |
| Pepper, Cayenne     | @30    |
| Paprika, Hungarian  | @45    |

## STARCH

|                      |       |
|----------------------|-------|
| Corn                 |       |
| Kingsford, 40 lbs.   | 9 1/2 |
| Muzzy, 48 1lb. pkgs. | 8 1/2 |
| Powdered, barrels    | 5 50  |
| Argo, 48 1 lb. pkgs. | 3 85  |

|                        |       |
|------------------------|-------|
| Kingsford              |       |
| Silver Gloss, 40 lb.   | 9 1/2 |
| Gloss                  |       |
| Argo, 48 1 lb. pkgs.   | 3 85  |
| Argo, 12 3 lbs.        | 2 80  |
| Argo, 8 5 lbs.         | 3 15  |
| Silver Gloss, 16 3lbs. | 9 1/2 |
| Silver Gloss, 12 6lbs. | 9 1/2 |

|                  |       |
|------------------|-------|
| Muzzy            |       |
| 48 lb. packages  | 9 1/2 |
| 16 8lb. packages | 9 1/2 |
| 12 6lb. packages | 9 1/2 |
| 60 lb. boxes     | 6 1/2 |



### Credit Customers Who Keep Leaving a Balance.

"Just what to do with credit customers who habitually leave a balance unpaid each week, or month, perplexes many merchants," says the current bulletin of the New York Credit Men's Association.

"Frequently," the bulletin continues, "this is the first sign that an account which heretofore has been profitable and in every way desirable has become 'risky' without apparent reason.

"So far as the merchant can see there is no change in the customers' income or fixed expenses. The merchant's consent to carry a balance is readily obtained at first. Later, as the account grows beyond the former figures, due chiefly to an ever-increasing left-over balance, the merchant uneasily wonders what to do.

"Fear of losing a customer masters fear of a loss of money, and, trusting to luck, the account drifts along, up and down in amount, for weeks and months. Just enough such accounts

are eventually paid to mislead the merchants into carrying and bothering about many others which finally are lost.

"The remedy lies in the merchant's own hands. Don't let a prompt customer get the habit of leaving balances. Talk it over with him. Be tactful, but firm and insistent. Even lose his trade, if necessary. A change in habit of payment almost invariably means a change somewhere in the customer's circumstances. If you cannot keep him paid up let him go before the account gets beyond your control.

"Get a special credit report the first time your customer asks to leave a balance, and, with the facts before you, costly mistakes can be avoided."

### Boston Straight and Trans Michigan Cigars

H. VAN EENENAAM & BRO., Makers  
Sample Order Solicited. ZEELAND, MICH.

## Graduation Day IS GIFT DAY

Yes, it is the greatest day in the life of the boy or the girl. They stand at the threshold of life, ready to assume its greater responsibilities. Could there be a more opportune time for a gift in commemoration of this event?

Mothers and fathers should do it as a duty, for around the gift is woven so much of unforgettable romance. Friends will do well to give Graduation Day presents—it is a sure token of deepest regard.

Jewelry, of course, makes the best gift for this occasion. We suggest Diamond Rings, Wrist Watches, Pearl Beads or Bar Pins for girls and Watches, Chains, Cuff Buttons or Scarf Pins for boys.

Our moderate prices will interest you.

## HERKNER'S

114 Monroe

121 Ottawa

### Grocers Generally Are Interested in Selling I. B. C. Bran Cookies.

Their experience should prove to you that this product is worth handling. Bran Cookies are meeting with great favor owing to their fine eating qualities and healthful properties. We suggest buying a trial order.



You can buy Bran Cookies in 4 dozen lots, shipments going forward by express prepaid, delivered to your store, at \$1.57½ per dozen, they retail at 18c per package. Free sample upon request. Do not delay this, but order at once.

INDEPENDENT BAKING CO.  
DAVENPORT, IOWA



## Don't Let High Coffee Prices Scare You

Don't ruin your coffee business by recommending cheaper grades. You're lost the very moment you start to recommend cheaper grades of coffee to your customers. People WILL pay the price for good coffee. Nero Coffee will always be of the same high uniform quality regardless of what the "other fellow" does. Nero quality WILL be maintained. Nero is shipped to you the very day it is roasted. The best coffees grown go into every package. You can keep your customer's confidence and increase your coffee business despite high prices by recommending Nero.

### Cash in on This Advertising Co-operation

A 22 week newspaper advertising campaign is now running in Bay City, Saginaw, and other Michigan cities. More to come. Write us today for details of our plan that will help you to maintain and increase your coffee business regardless of high prices.

## Royal Valley Coffee Company

321 East Larned St.

Detroit, Michigan

# "The sovereign drink of pleasure and of health" COFFEE

*Whether or not prohibition prevail,  
we shall always want—coffee*

"Coffee has become the most popular beverage in the world, simply because it appeals to a *natural* taste rather than to an *acquired* appetite. It serves both as food and drink.

Public opinion is now, ever was, and ever shall be strongly and emphatically in favor of *Coffee*. It is approved by men and women everywhere—by all classes—by all America.

So, naturally, coffee is enthroned. The good old-fashioned coffee-houses are already being revived, the meeting place of the millions; where men and women, too, may find rest, refreshment, relaxation and—*good company*."

THIS is an example of the newspaper advertising now appearing in the big Coffee Campaign. Strong, timely, forceful, appealing matter, strikingly illustrated. This advertising will appear also in the big national magazines.

Coffee is a very live issue these days. It is receiving much free publicity. It is being talked about—and romanced about. "Coffee Rooms" and "Coffee Houses" are immediate possibilities.

There are lively times ahead in the Coffee Trade—big selling times. Let us all unite and boost coffee—for our mutual good.

## LET US CO-OPERATE

Copyright 1919 by the Joint Coffee Trade Publicity Committee of the United States.



## BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for three cents a word the first insertion and two cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 25 cents. Cash must accompany all orders.

### BUSINESS CHANCES.

Wanted to hear from owner of good general merchandise store for sale. Cash price, description. D. F. Bush, Minneapolis, Minnesota. 172

Cash Registers (all makes) bought, sold, exchanged and repaired. REBUILT CASH REGISTER CO., Incorporated, 122 North Washington Ave., Saginaw, Michigan. 128

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

Highest prices paid for all kinds of stocks of merchandise. Charles Goldstone, 1173 Brush St., Detroit. 149

## WANTED

Two High - Class, experienced Furnishing salesmen, familiar with Grand Rapids, and Western Territory.

Symons Bros. & Company  
Saginaw.

Wanted—Tinner, plumbers and furnace installers for country dealers. Give full information about yourself. Campbell Heating Company, Des Moines, Iowa. 302

For Sale—Good blacksmith shop fully equipped, also good home, located in country village along interurban. Excellent farming community. Address Isaac Kouw & Company, Holland, Michigan. 303

Clerk wanted for general store in small town in South Dakota. Must be experienced and A-1 references; good salary to the right man. Address H. D. Cooper, Stratford, South Dakota. 304

For Sale—Well-established business in general merchandise, located in the heart of a good farming and lumbering section of Northern Michigan. Reasons for selling, ill health of owner. For information, address No. 305, care Michigan Tradesman. 305

Wanted—RANCH, not less than section of land; must be enclosed with woven wire fence; will trade fine new modern home as first payment; send full description with first letter. W. J. Cooper, Mt. Pleasant, Michigan. 306

Wanted—Reliable tinner and plumber. Must be capable and willing to do any work coming to a country town shop. Wages reasonable. Steady employment. Address C. J. Johnson, Dell Rapids, South Dakota. 307

Planing Mill For Sale—First-class, well-equipped mill; building new, 60 x 100 ft.; good railroad siding and a thriving town with three railroads; near Detroit. Price reasonable. Terms. Balcom Brothers, Rochester, Michigan. 308

For Sale—General store, stock and fixtures, including building, can be bought at a bargain. The little town has a population of 50, has an elevator, one church, one schoolhouse, three sugar-beet loading stations. The store building is 20 x 30 on the front part, two story; 20 x 40 on the back part, and has a shed, cellar and an ice house. The size of the lot on which building is located is 33 x 132. They have done \$12,000 worth of business in a year. They have the postoffice which brings in \$150 per year. Can live up above the store. If you are interested in this kind of a deal, enquire of Symons Brothers & Company, Saginaw, Michigan. 309

For Sale At Bargain—Three floor show cases, 4, 8 and 10 feet; one Detroit automatic scale; one 1,000 lb. safe; one writing desk; one self-measuring oil tank and pump, 170 gallons; one long distance Bowser gasoline pump and tank, 120 gallons; one Ideal gasoline plant, 3 lamps. Will take \$350 for quick sale. G. A. Johnson, Edgetts, Michigan. 310

For Sale—New store and stock groceries in live Wisconsin town. Doing good business. Price \$6,000. Good selling reasons. Dr. Beebe, Fond du Lac, Wisconsin. 311

FOR SALE—Bakery, ice cream and confectionery located at Tecumseh, Michigan. An old-established business, fully equipped in all lines; complete stock. Any reasonable offer accepted. If interested call or write to H. K. Hay, Tecumseh, Michigan. 312

FOR SALE—A RETAIL and shoe repair store, established since 1904. Business prosperous. Stock carried about \$6,000. Reason for selling, ill health. Address A. H. Rothaus, 33 Center St., Ashtabula, Ohio. 294

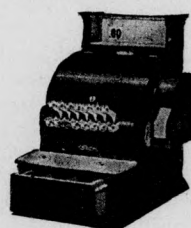
FOR SALE—Newspaper in best little town in Michigan, with or without two-story frame building. Address No. 296, care Michigan Tradesman. 296

For Sale—TEA and COFFEE STORE and staple groceries. Doing good business. Good reasons for selling. Address No. 298, care Michigan Tradesman. 298

For Sale—Only bakery and confectionery. County seat town of 3,000. Excellent business. Modern corner store building; six living rooms, bath and toilet upstairs. Price for equipment and building, \$6,000. City Bakery, Phillips, Wisconsin. 299

For Rent—Two-story brick building 20 x 70, on main street. Excellent opening for 5 and 10 cent store. F. Horton, Hastings, Michigan. 300

For Sale—A well-established department store in a town of 1,200. Stock, \$20,000, doing \$60,000 per year. One of the best little towns in Indiana. Strictly cash-and-carry business. For information, address No. 248, care Michigan Tradesman. 248



### Vogt's Rebuilt Cash Registers

Get our prices. All makes and styles. Hundreds of satisfied customers brought to us through Michigan Tradesman. Ask for information.

J. C. VOGT SALES CO.  
Saginaw, Mich.

Wanted—A complete set of office and store fixtures for cash, such as cash registers, account registers, scales, coffee mills, refrigerator, etc. I have an adding machine for sale. Address Joseph Weller, Olney, Illinois. 250

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 219

Wanted Merchandise—We are the only buyers in Michigan for all kinds of merchandise, machinery entire manufacturing plants, department stores, dry goods, shoes, clothing, hardware, auto accessories, drug stores, variety stores, grocery and meat markets. Wanted at all times store and office fixtures, show cases, cash registers, refrigerators, desks, chairs, filing cabinets, safes and any other fixtures. Also, have for sale fixtures of all kinds. If you want to sell or buy, write us. W. Maxwell Merchandise and Salvage Co., 120-122-124 West Water St., Kalamazoo, Michigan. 281

For Sale—Old established drug business in one of the best towns in State. This is a grand opportunity. Terms. Only store. Address No. 284, care Michigan Tradesman. 284

For Sale—Splendid established general merchandise business. Must sell before July, as owner cannot give it his attention. About \$4,000 to handle. M. Rann, Perry, Michigan. 287

For Sale—Our store building and stock, consisting of drugs, groceries and school books. Stock and fixtures will inventory about \$5,000. Will give a deed of the lot and store free to anyone who buys the stock and fixtures. DeHart Bros., Vernon, Michigan. 289

For Sale—200-acre grain farm; about 180 acres in crops; Southern Michigan. Will take merchandise in part payment. Wm. Wallace, 1419 Forbes Ave., St. Joseph, Michigan. 290

GET MY TANKS—Make big money developing films. Particulars free. GILLET, Boscobel, Wisconsin. 261

For Sale—Well-established business in general merchandise located on the Gladwin branch of the Michigan Central. Stock will inventory about \$4,000, exclusive of fixtures, which are not expensive. Prefer to sell store building also. Have handled about \$7,500 worth of cream per year. Correspondence solicited. Address No. 263, care Michigan Tradesman. 263

# You Probably Never Thought of This

Every flour is not all flour.

A kernel of wheat is composed of various substances, several of which are not flour, and it requires very careful milling to separate all of the inferior material from the real flour.

To begin with we clean the wheat three times, scour it three times and actually wash it once before it goes onto the Rolls for the first break, so that no dirt may get into the flour.

Of course after crushing the kernel the various substances are all mixed up together; in other words, the bran, middlings, low-grade, clear and straight are mixed up with the high grade flour and a separation must be made.

All inferior materials are eliminated from

## Lily White

"The Flour the Best Cooks Use"

It is all clean, pure, wholesome, healthful flour, every bit of it.

We could sell flour at lower prices if we were to leave the inferior portions of the wheat berry in the good flour, but the good flour would be damaged.

And we desire LILY WHITE to continue to be the best flour it is possible to produce; we want it to continue to give the same splendid satisfaction it always has given.

To give such satisfaction it must all be pure, choice flour, consequently we take out all of the undesirable materials.

YOU are the one who really gains by this, for when you buy LILY WHITE FLOUR you obtain all flour, of the very choicest possible quality.

Every flour is not all flour and will not give you as good satisfaction as LILY WHITE, so when buying flour insist on having the best and the purest, LILY WHITE, "The flour the best cooks use."

### VALLEY CITY MILLING CO.

Grand Rapids, Mich.

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.



## COFFEE HIGHEST SINCE 1887.

## Bears Insist That Break Is Imminent.

With coffee soaring at the highest prices since 1887, there is considerable speculation as to whether the long-anticipated break is imminent. That element which has maintained that the ruling figures are due to fictitious inflation is insisting that the action of the Board of Managers of the New York Coffee Exchange in doubling the margins required for trading in futures indicated that the precipitate decline—or at least a partial denouement of the unique situation—is surely coming. In substantiation of this prediction, the leaders point to the decline last Friday and Saturday, which, combined, amounted to about 1c per pound. Brazil coffee quotations declined, however, only a scant quarter of a cent.

While the bearish interests are insisting that the bottom may drop out at any time, there is another group, with George W. Lawrence as one of its outstanding figures, which maintains that there will be no marked decline any time soon, and cites several economic reasons for the recent advances. It is interesting to note that Mr. Lawrence, who was the chief of the Coffee Section of the United States Food Administration, believes there is little hope for much lower prices on Santos coffee for some time to come. He has recently returned from a tour of the Brazilian coffee producing areas and predicts that the 1919-20 crop will be the smallest in twenty years.

The present situation is almost unprecedented, and during the past few months the trade has witnessed a most spectacular series of fluctuations, in which there is no gainsaying the fact that the purely speculative element has been a large factor. Santos 4s in New York are selling at 24 cents a pound, as against a pre-war price of  $10\frac{1}{2}$ @ $11\frac{1}{2}$  cents. Since March there has been an advance of  $3\frac{1}{2}$  cents a pound.

While coffee has advanced more than 150 per cent. during the war, Mr. Lawrence states that there are two economic causes contributing to this ascendancy that are sometimes overlooked by the grocers and other interests. The purchasing power of the dollar, he estimates, is only 49 per cent. of what it was before the war. While this has declined, the exchange value of the milreis has increased from  $11\frac{3}{4}$ d to  $14\frac{7}{16}$ d. Brazil's financial position is much stronger now than it formerly was, Mr. Lawrence adds, because she is no longer largely dependent upon her coffee crop for economic stability. His investigations there have convinced him that Brazil will soon raise almost as much wheat as she can consume. She is raising much live stock. A Chicago packing company has completed in Sao Paulo a packing house at a cost of more than \$6,000,000. In view of the decreased purchasing power of the American dollar and the increased exchange value of the milreis, he contends that it is but natural

that America should pay more for a pound of coffee.

On the other hand, the bears are insisting that the present prices are due to inflations that have been caused by a pernicious speculative circle, with the future market, the Brazilian market and the actual coffee market boosting one another along up the scale. The foundation of the advances is generally conceded to have been the anticipation of an early opening of the great market in Central Europe with the signing of the treaty of peace.

At present, in addition to the free stocks, there is an accumulation of about 3,000,000 bags of coffee in the State of Sao Paulo held by the State government. The government purchased it from the growers last year at very low prices, when it was impossible to get tonnage to ship the bean to the consuming countries. Now, in view of the present high prices, it is holding it for the development of the European market.

In view of the present shortage, the cry of a "coffee famine" has been heard. The Sao Paulo government has quieted these alarming fears by the announcement that it will sell a moderate amount of its accumulated stores to prevent such a contingency. This amount will not exceed 1,000,000 bags, it is reliably understood, and it is a foregone conclusion that the government will not undersell the growers and thereby force them from the market.

While the foundation for the first advances in the prices was unquestionably the heavy holding of the bean for European consumption, this prop was knocked out from under the speculators when Dr. Vernon Kellogg, of the American Relief Administration, returned after an extensive stay in Germany and Austria and stated that the German government would discourage the importation of teas and coffees, as the people were not in financial condition to pay for the importation of these much used beverages.

This announcement tended to cause a lowering in prices. However, reports from Brazil as to the extent of the damage resulting from the frosts of June, 1918, furnished the next basis for a bull demonstration. About the middle of March Mr. Lawrence, then in Brazil, cabled his firm that the damage in the producing sections was severe and that he believed the coming Santos crop would be the smallest in twenty years. This statement was taken seriously by only a small portion of the trade. Mr. Lawrence sailed from Brazil for home on April 8 and confessed that he was much surprised to find upon his arrival that the market had advanced about 3 cents a pound. Tracing the trend of affairs, it was found that as the speculative market bought at advancing quotations, the Brazilian coffee growers naturally put up their prices, and this in turn affected the actual coffee market in New York. When the speculative element saw the spot market advance they shot the futures up a few points. This sentiment was reflected in Brazil again.

While this active movement was on a high official of the Coffee Roasters' Association was quoted as having said that coffee at 50 cents per pound might be expected.

Acting upon this advice, the roasters, grocers and consumers bought. The market, already short and near the end of the season, was benefited by this movement, which tended to diminish the stores on the open market. Again prices went up. As the result of this "pernicious" circle and the aforementioned interview, the market soared to its highest point in thirty years.

But now, the bears believe, the moment for the drop has come. They insist that the "circle" has been exposed, and the admission is gained from all sides that the speculators are very nervous. While it is true that the coffee crop in Brazil this coming year will be short and in all probability the following crop, the conservative element feels that the crest has been reached. If the sole hope of the bulls for a further advance is based on a large demand from Central Europe, it is said that this is doomed to disappointment.

It is openly stated by prominent members of the trade that Santos holders cannot afford to allow coffee prices to go higher, because this will cause a big drop in United States consumption and will ultimately work injury to their interests here. It is understood that the Government has been advised that it would be folly to send coffee higher, merely because it is in a position to do so by virtue of accumulated stores. Furthermore it is said that if Rio does not elect to sell when the market is strong, it will find it no easy task to let go of any great quantity on a declining market. The dull season is close by, and the new crop is not far off.

But, until the new crop comes in, it is admitted that the American buyers are at the mercy of the holders in Brazil.

## Hats For Sport Wear.

A number of novelty hats for sports wear are described in the current bulletin of the Retail Millinery Association of America. One combination is of organdie and milan hemp. The hemp is used as the body, with a crown of organdie and soft upper brim, which sometimes extends over the edge. On the crown and brim appears a scroll design of flat silk braid in a matching or contrasting shade.

"Navy embroidery on white is very pretty," the bulletin goes on, "as are white or orchid on pale pink. The hats are displayed as large and small sailors, simply finished with grosgrain ribbon bands. Soft-brimmed taffeta hats are seen here in a pretty combination of navy and turquoise. Large drooping shapes have the material plainly fitted or arranged in large, soft folds on the upper brim. Georgette models are a big number with one concern, with the upper brim almost completely covered with lobster bands of straight ostrich. Orchid, pastel pink, and green and white are particularly attractive in this type of hat."

## Costs Twenty Per Cent. to Sell Hardware.

The results of an investigation of operating expenses and profits in the retail hardware trade were announced recently by the Bureau of Business Research of Harvard University. Proprietors of 218 retail hardware stores, in thirty-nine states and Canada, have given the Bureau information regarding their cost of doing business. The report that the Bureau has just published covers the war years—1917 and 1918. The average figure for total expense in retail hardware stores during this period was found to be 20.6 per cent. of the sales. The average net profit was 6 per cent. of the sales. The average rate of stock turn was 1.8 times a year. Similar figures are given in the report for each item of profit and expense.

"These figures can be used by any retail hardware store as a guide with which to compare his own results," was the opinion expressed by Melvin T. Copeland, Director of the Bureau of Business Research. "All the statements have been adjusted to the uniform accounting system that is being introduced in the trade, so that they will tally with each other."

"This enquiry has brought out the fact that the average investment in merchandise, owing primarily to higher prices, was about 5 per cent. greater in retail stores in January, 1919, than in January, 1918. It has shown, furthermore, that in stores with an annual volume of business of \$50,000 the ratio of expense to sales is generally as low as in stores with sales amounting to over \$100,000 a year."

"These are of course, only the first results of the Bureau's study of the retail hardware business. This Research will be continued for some time, in order to follow the course of operating expenses from year to year, and also to obtain information regarding the best methods of store management. This is part of our general plan of scientific study of retail and wholesale business in connection with the work of Harvard Business School."

## Good Word For the Borup Hotel.

The Tradesman is in receipt of a letter from the Borup Hotel Co., of Michigan City, stating the Borup Hotel is conducted in a thoroughly sanitary manner and that it accords its patrons satisfactory service. This will be welcome news to the traveling public who have occasion to visit Michigan City.

## Reduced Letter Postage July 1.

Don't forget that the peace-time first-class postage rate of 2 cents per ounce will be restored at midnight June 30. Postal cards will go back to 1 cent each. Keep this in mind when you order that next batch of stamped envelopes. All matter mailed after midnight June 30 will travel at the peace-time rates.

## As It Was Long Ago.

Debutante: I wonder why women used to wear such wide wedding rings.

Blase Matron: Because at that time, poor things, they expected them to last a lifetime.



# The Master Cigar



Manufactured only by the

## G. J. Johnson Cigar Co.

Grand Rapids, Michigan



# RECONSTRUCTION DAYS ARE HERE

**Begin Now If You Want to Reap the Reward That Is to Follow!**

Invest your money in a safe, sound, going, prosperous business—

## The Petoskey Portland Cement Company

Is the Cement Business Profitable? If you don't think so, try to buy some stock in any of the going cement companies!

**Excerpts** From 24 letters received from various Cement Companies. We have many more just such letters in our office from different Cement Companies that are here for your perusal, if you so desire:

\*\*\* "We have no treasury stock for sale and our local brokers are advertising all the time in an effort to secure some of our stock that can be purchased. They evidently have very little success."  
Superior Portland Cement Company.

\*\*\* "No stock for sale. Our company doesn't owe a cent, has a nice bank balance and pays out a good sum in yearly dividends."  
Henry Cowell Lime & Cement Company.

\*—"No stock for sale."  
Hercules Cement Corporation.

\*\*\* "We do not know of any stock of this company which is in the market at the present time."  
Pennsylvania Cement Company.

\*\*\* "Be advised that there is no treasury stock of this company for sale and we do not know of any stockholders who desire to sell their stock."  
Canada Cement Company.

\*\*\* "There is no stock of this company for sale."  
Alsen's American Portland Cement Company.

\*\*\* "Beg to advise there is none of this stock for sale at the present time."  
Marquette Cement Manufacturing Company.

\*\*\* "The stock situation is similar to that of a year ago. We do not at this time know of any stock for sale."  
Western States Portland Cement Company.

\*\*\* "I know of no shares of Lehigh Portland Cement Company for sale at this time."  
Lehigh Portland Cement Company.

\*\*\* "The Company has treasury stock, but it is not for sale—neither do I know of any stockholders who wish to dispose of any of their holdings."  
Sandusky Cement Company.

\*\*\* "No treasury stock or other stock for sale."  
Kosmos Portland Cement Company.

\*\*\* "Beg to advise that we do not have any treasury stock for sale and do not know of any of our stockholders who might desire to sell their stock."  
Alpha Portland Cement Company.

\*\*\* "We have been paying substantial dividends and believe our stockholders are satisfied to retain their stock."  
Newaygo Portland Cement Company.

\*\*\* "We have been paying dividends of 25c per month. During 1917 we paid two extra dividends of \$1.50 each."  
Pacific Portland Cement Company.

\*\*\* "During 1917 we paid 7 per cent on our preferred and 14 per cent on our common stock, or a total of 21 per cent. Our stock is pretty closely held."  
Dewey Portland Cement Company.

\*\*\* "We are not aware of any stock of this company for sale at this time."  
Knickerbocker Portland Cement Company.

\* "If you should run across a price upon any of our stock, wish you would write me. The attitude of the stockholders in Detroit would be that of purchasers rather than sellers."  
Huron Portland Cement Company.

\* "Last year we paid a dividend of 25 per cent. There is no stock available as far as I know."  
Hawkeye Portland Cement Company.

\* "Our stock is not listed on any exchange and to our knowledge none is being offered for sale."  
Diamond Portland Cement Company.

\* "There is none of our stock for sale at the present time that I know of."  
Glenfalls Portland Cement Company.

"Our stock is closely held. We do not know of any on the market. There have been only two shares changed hands in the last three or four years and that was among the stockholders."  
Louisville Portland Cement Company.

\* "There is no United States Portland Cement stock for sale."  
United States Portland Cement Company.

\*\*\* "Any stock for sale would be immediately taken by our board of directors. If you know of any stock in our company for sale why I will buy it."  
Whitehall Cement Manufacturing Company.

\* "We do not know of anyone at the present time who has any Peerless Portland Cement stock for sale."  
Peerless Portland Cement Company.

Our government tells us we will not be asked to buy any more bonds. Our Agricultural department is now asking us to get behind our industrial enterprises.

If you have fulfilled your obligations to the Government and do not have the ready money we will gladly accept Liberty Bonds for 100 per cent on the dollar.

## THE STOCK IS SELLING FOR \$14.00 A SHARE

Do not delay purchasing some of this stock at once. Communicate with our representative TODAY!

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Gentlemen—Without any obligation of my part send me all information you have regarding the Petoskey Portland Cement Company.

Name.....

Address.....

The Michigan Securities Commission does not recommend the purchase of any security and its approval must not be construed by investors as an endorsement of the value.